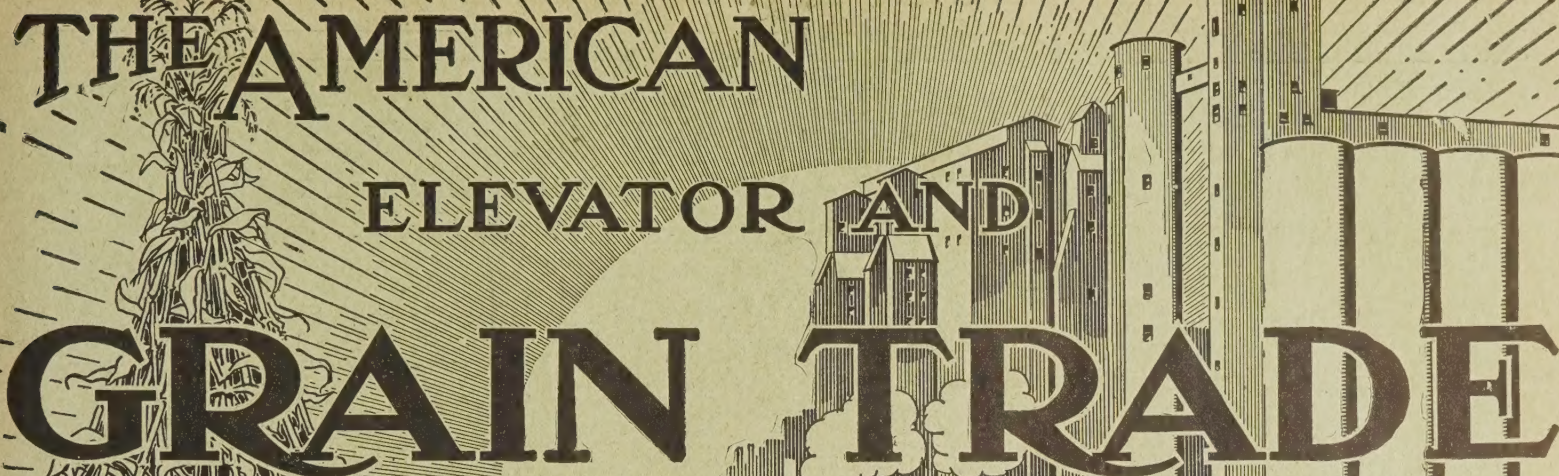


"THE GRAIN TRADE AT FORT WILLIAM" IN THIS ISSUE

# THE AMERICAN ELEVATOR AND GRAIN TRADE



Entered as second-class matter June 26, 1885, at the Post Office at Chicago, Illinois, under Act of March 3rd, 1879.

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

PUBLISHED BY  
Mitchell Brothers Publishing Co.

Vol. XXXII.

CHICAGO, ILLINOIS, DECEMBER 15, 1913.

No. 6.

One Dollar Per Annum.  
SINGLE COPIES, TEN CENTS.

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RUBBER-LEATHER-COTTON-CANVAS

LONGEST SERVICE  
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STRONG-SCOTT MANUFACTURING CO.

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Northwestern Agents for The Great Western Mfg. Co., Richardson Automatic Scales, Invincible Cleaners, Knickerbocker Dust Collectors

Consign your Grain and Field Seeds to

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SPECIAL PRICES ON GRAIN BAGS

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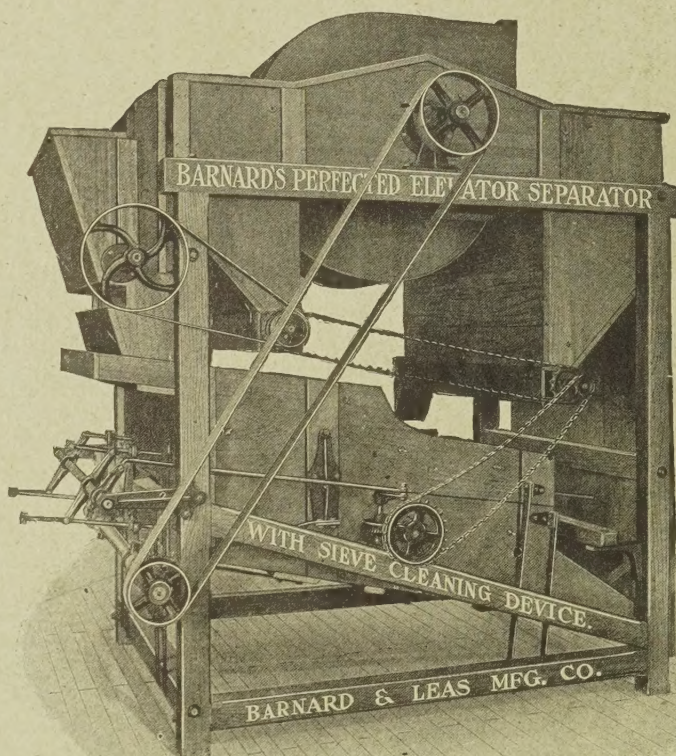
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**Contain Every Desirable Modern Feature  
Made in 350 Sizes and Styles**

Counter balanced and adjustable sieves. Adjustable and self-oiling eccentrics. Clean floors and cold bearings. Dust proof, mechanically oiled bearings. Double aspirators. Effective settling chambers, which rival a dust collector in efficiency.

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Separators*

Scientifically designed fan and suction legs, maintaining a steady, controllable, pulseless pull of air through the wheat. The machine for all millers who have graduated into the high school class in milling and are unable to appreciate mediocre separators.

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**MILL BUILDERS AND  
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**OUR MAKES ARE ESTABLISHED STANDARDS  
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You owe it to yourself to install our line, for Simplicity, Durability, Reliability and Capacity in its operation have made the WESTERN line the most efficient and economic line of elevator machinery found on the market today.

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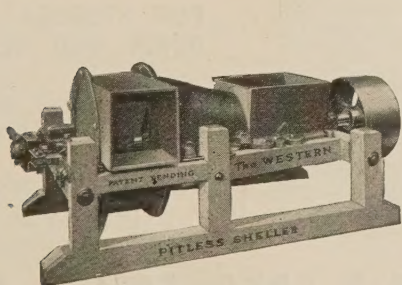
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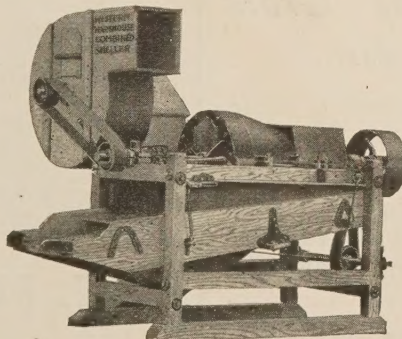
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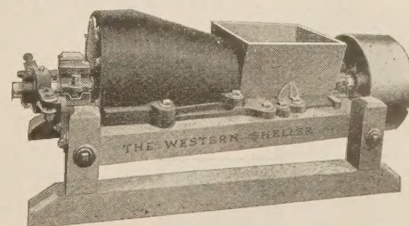
Our catalogue with full information pertaining to the WESTERN LINE is now ready for you. Write for it today.



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"Western" Regular Separate Warehouse Sheller

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## NOT A BILL OF EXPENSE BUT A SOURCE OF REVENUE

Enables  
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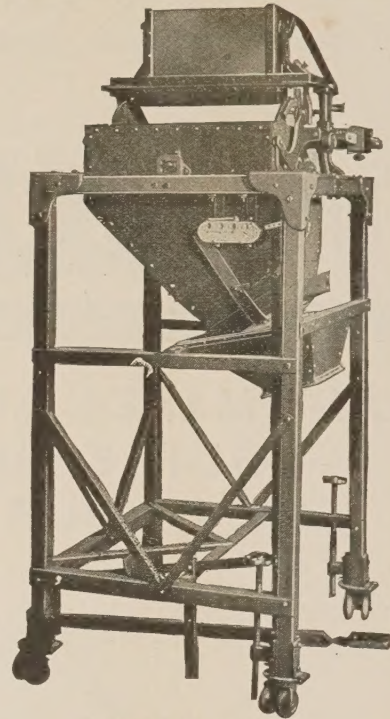
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West Pullman, Chicago, Illinois

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*Why? Because it is not a substitute, but the standard form of tester endorsed by the Government and the Grain Dealers National Assn.*

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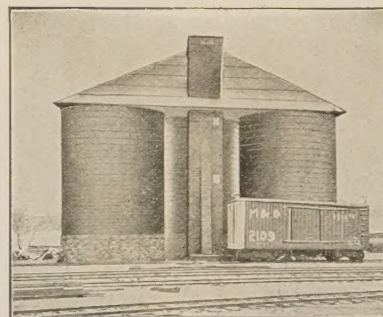


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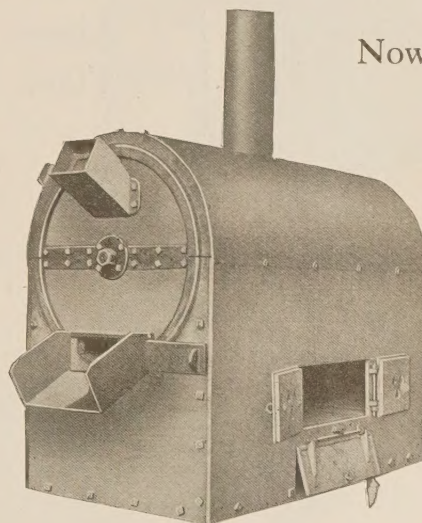
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Accounts of grain elevator operators and commission men throughout the country respectfully solicited

# The "ECONOMY" Drier and Roaster

For Corn, Buckwheat, Beans,  
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Now built in three  
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3 to 7 bu. per hour.

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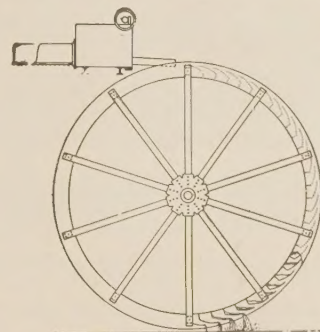
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100 to 150 bu. per hour.

THE only machines that will thoroly dry grain to any degree of dryness desired. All machines are equipped with a thermometer. The "Fitz Special" is a continuous drier. The machines are self contained and may be set anywhere in the mill. They are approved by the Fire Insurance Inspectors. All are guaranteed to be as represented. Will send on thirty days trial to any responsible party.

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GET the wheel that will give you the full working value of your stream—the I\*X\*L Steel Overshoot Water Wheel. Winter and summer, in high water and low, it stays on the job as no other wheel can.

More power using less water.

Eventually you will use the I\*X\*L. Why not now?

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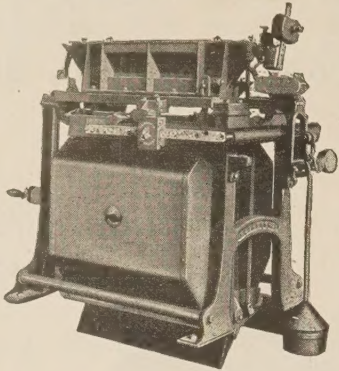


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### Continuous Weighers

Double Compartment Hopper. One side always filling while the other is dumping.

Occupy  
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All Working  
Parts  
Above  
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### Accurate

Can be tested while operating. Grain cannot pass through without being weighed.

### Simple

No adjustments to work loose or get out of order. Easy to operate.

### Durable

Last a lifetime when given proper care.

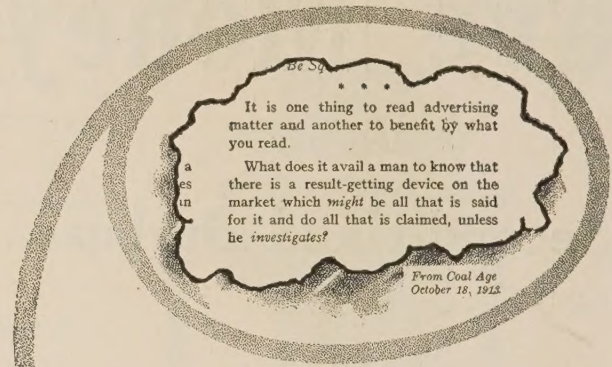
Send for Catalog No. 544Q5. It tells of the economy of these scales.

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Oil and Gasoline Engines, Electric Motors, Electric Lighting Plants, Feed Grinders, Pumps.



## Goodrich GRAINBELT

Reduces tonnage costs.

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Factories: Akron, O. Branches in All Principal Cities

There is nothing in Goodrich Advertising that isn't in Goodrich Goods

Makers of Goodrich Tires and Everything That's Best in Rubber



## Ask About the Things You Cannot See

Look at the picture. It shows as well as a picture can what the **Wolf Jumbo Two Pair High Feed Grinding Mill** is like on the outside.

But there are other things, the parts that are hidden from view, that are of just as great importance to the prospective feed mill purchaser as the outer appearance of the machine.

There are the bearings. You don't know what the bearings on this machine are like or why they minimize the friction list. *But they do!*

There is the feeder mechanism. You have a hazy idea that it is probably somewhat different from other feeders. And it is *considerably!*

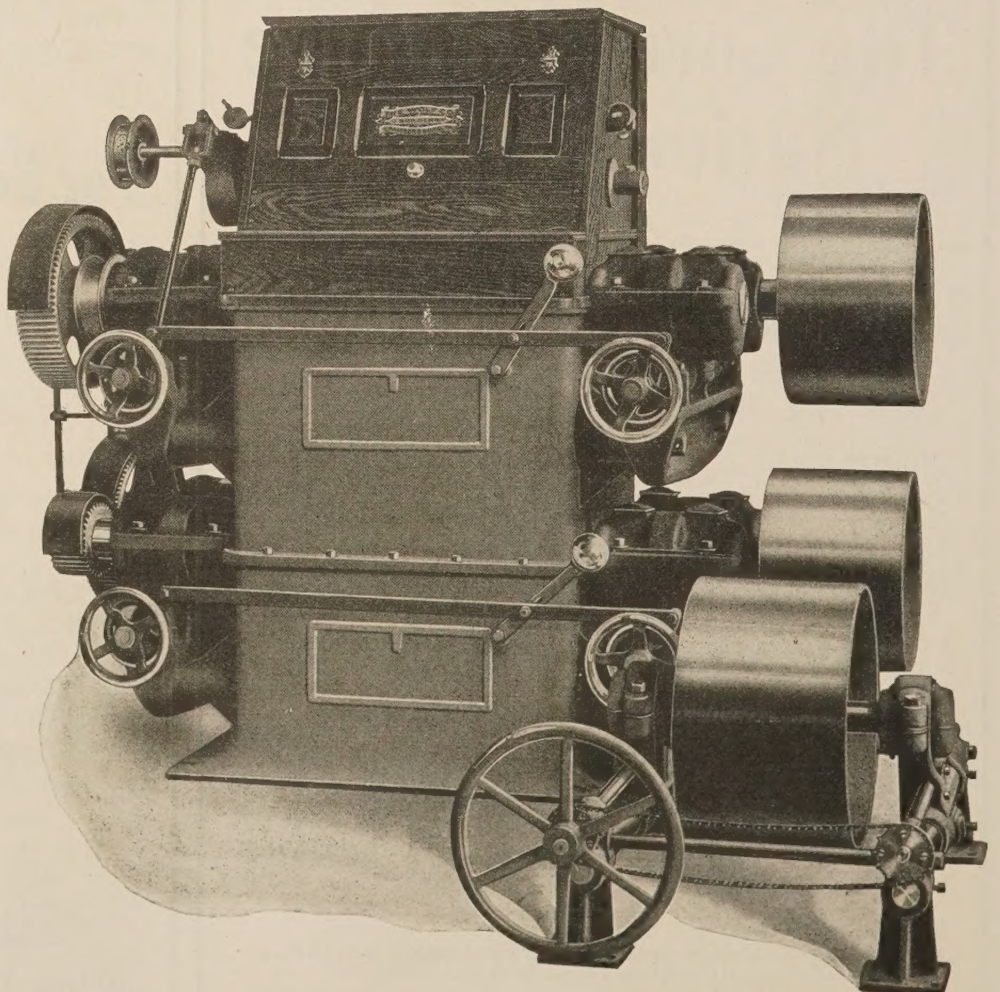
There are the grinding adjustments. You can't tell from the picture why they are such positive safeguards to the rolls. *But they are!*

It is about these important features that you want to know—and we want to tell you.

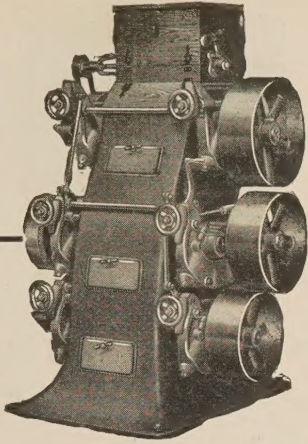
If you write that letter NOW it will only be two or three days 'till you know as much about this machine as we do. We have nothing to hold back.

## THE WOLF COMPANY

CHAMBERSBURG, PA.







## You Need This Mill

for grinding feed, table corn meal,  
pearl meal, linseed meal, etc.

### N. & M. CO. THREE PAIR HIGH MILL

It has the characteristic N. & M. Co. rugged strength combined with flexibility of operation necessary to handle widely different stocks. Will grind extremely fine, medium or coarse, just as you wish.

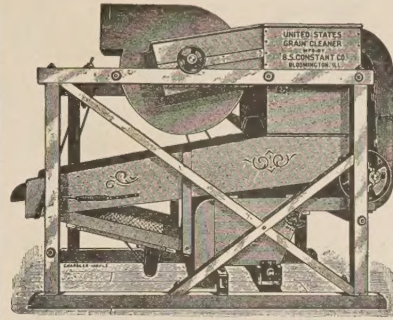
Solid one piece cast frame—doors for examining stock beneath each pair of rolls—Ansonia rolls with our easy running, long wearing, collar oiling bearings—one lever simultaneously spreads or closes all three pairs of rolls—any pair of rolls may be removed without disturbing the others—furnished with either belt or gear drive on slow side. See book on Mills, No. 1290, for details. If you haven't got it, we will send it on request.

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Modern  
Mill

**Nordyke  
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INDIANAPOLIS, IND.

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is the best in the Union and should be in the top of all elevators where Corn, Oats and Wheat are shipped.

Higher Grades—Higher Prices.  
Long life machine.  
Ring or Chain Oiling Bearings.  
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Five Separations and

All the Corn Saved.

### The Constant Safety Ball Bearing Man-lift

the most satisfactory connecting link between Cleaner and Sheller.

Best made.  
Easiest and safest.  
Adjustable Brakes  
which we guarantee.

State distance between floors and get our

Net Price

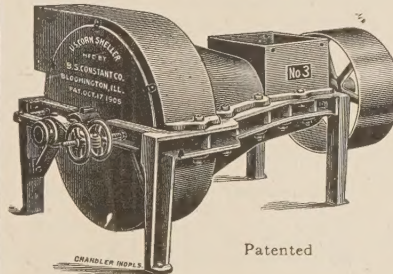
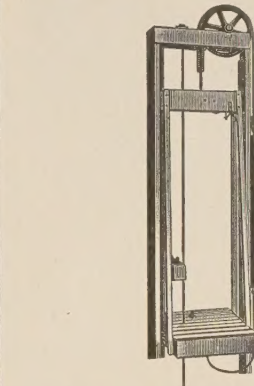
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Fan Discharge, over or under, right or left hand.

Iron or Wood Frame.  
No Lower Hoppering.  
Cheapest Installed.  
Quickest and Cheapest Repaired of any Sheller on the market.

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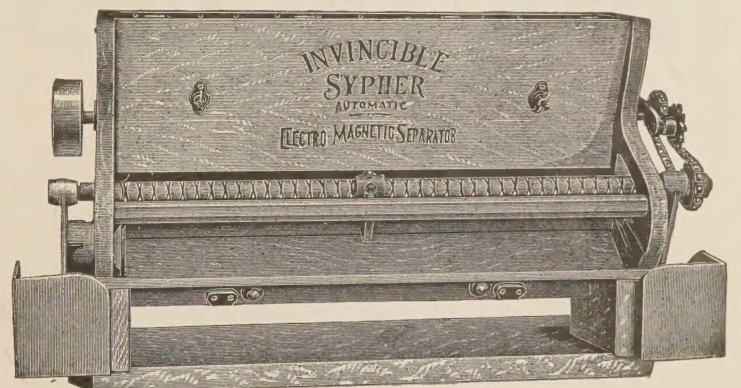
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Bloomington Illinois



Patented

## THE INVINCIBLE-SYPHER

Electro Automatic Magnetic Separator



**Very Durable—Small Consumption of Current**

Will positively remove all iron from the grain.

Has retaining force of 500 pounds, making it impossible for any iron to pass it.

This machine does not deteriorate with age—on the contrary actually becomes more efficient with use.

We are prepared to furnish a small inexpensive dynamo for it where current is not available.

**INVINCIBLE GRAIN CLEANER COMPANY**

SILVER CREEK, N. Y., U. S. A.

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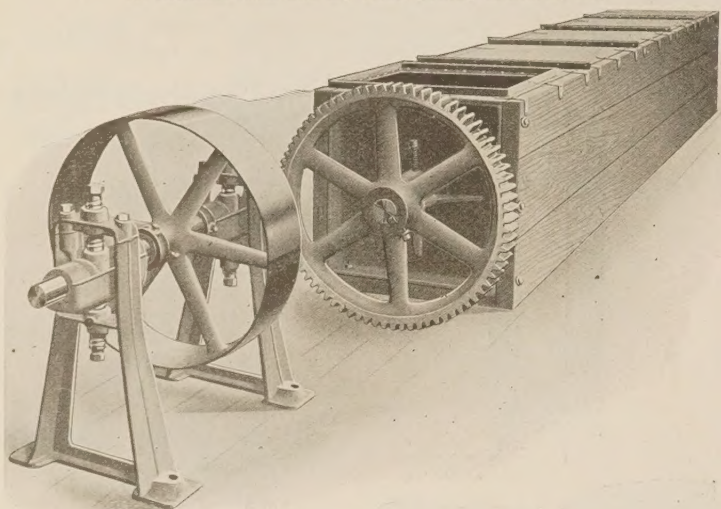
*America's Leading Mill Builders*





# FEED MIXERS

for molasses feeds and dry feeds, poultry mixtures, etc.



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are adapted to all kinds of grain or seed. They are made in NINE regular sizes, having capacity from 60 to 2500 bushels per hour.

The latest model embodies improvements and points of efficiency and economy not found in other driers. You can **SAVE** more money and **MAKE** more money with a **HESS DRIER** than with others. We would like to tell you all about it.

## Hess Moisture Testers

(with copper flasks) are operated with gasoline, gas, alcohol or electricity. They are fully guaranteed and are used more extensively than all other makes combined. They will test **FLOUR**, **MEAL** and **GROUND FEED** as well as whole grains.

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Helicoid Flight

## HELICOID

**Helicoid** conveyor has a stronger flight and a heavier pipe than the same diameter of old style conveyor, and **Helicoid** flight and pipe are put together so they support and strengthen each other. **Helicoid** flight has a shovel edge. Other has blunt edge.

**Helicoid** flight is one continuous strip of metal end to end of pipe. Other is short sections lapped and riveted together every turn or half turn around the pipe.

**Helicoid** is a smooth, nicely-balanced spiral, and has no joints to wear out and open up.

**Helicoid** requires fewer repairs, and less power to drive it.

**Helicoid costs no more** than inferior kinds of conveyor; it's all-round satisfaction at the same price.

Ask about our Steel Conveyor Boxes, too.

**H. W. Caldwell & Son Co.**  
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**Triumph  
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### The Peerless Line

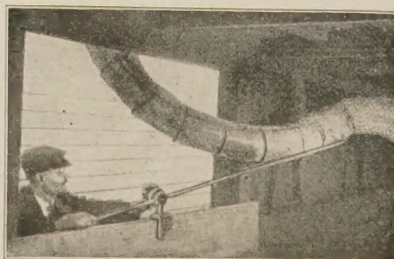
Includes Grain Feeders, Car Loaders,  
Overhead Dumps, Man Lifts.

HIGH QUALITY FAIR PRICES

**PEERLESS FEEDER COMPANY**

RHINEHART SMITH, Mgr., Sidney, Ohio  
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### The Englehart Flexible Spout Holder and Car Loader EVERY ELEVATOR SHOULD HAVE ONE



Saves Time, Labor and Annoyance of crawling into car when loading, thus avoiding the dust and dirt in car. Loads car evenly and pays for itself by improving grades. It is a very good investment for any Elevator, as there is nothing in the loader to wear out. Write for name of nearest user, and particulars. Fully guaranteed. Hundreds now in use in 16 states. Good proposition for agents.

**L. E. TAYLOR & CO.**

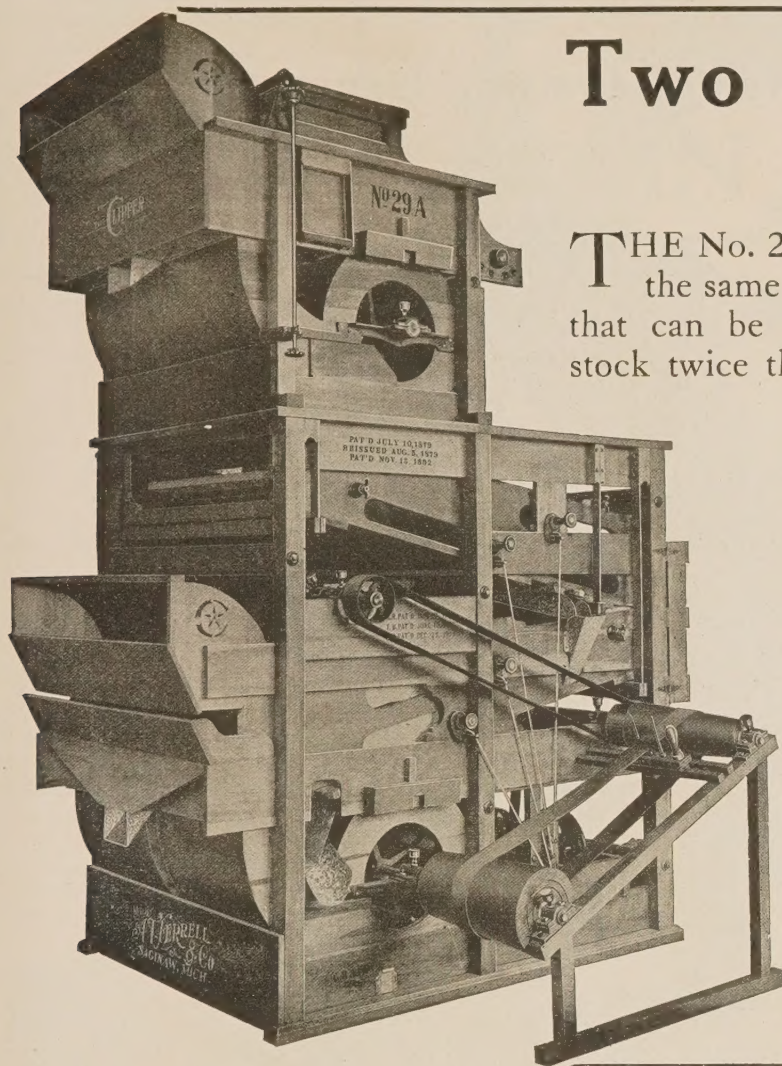
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Elevator Supplies.

St. Marys Gas, Gasoline and Oil Engines.





## Two Machines for the Price of One

THE No. 29 Double Blast "CLIPPER" CLEANER will give the same results passing the stock once through the machine that can be secured on an ordinary machine by passing the stock twice through.

It carries four full length screens mounted in two counterbalanced shoes. The stock passes over both sets of screens and through two vertical air blasts—equal to being cleaned twice.

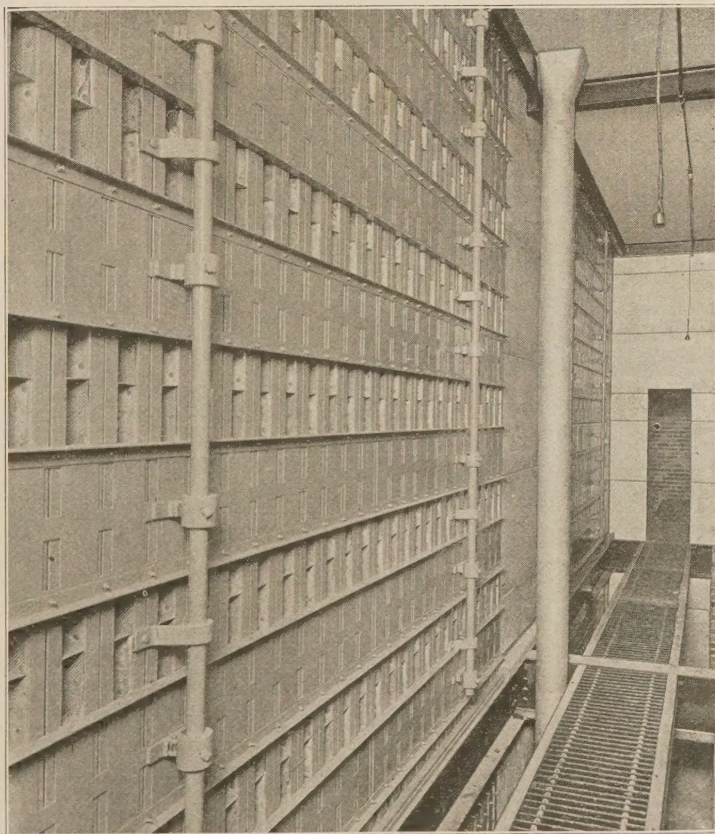
Each of the four screens is equipped with our Roller Bearing Traveling Brushes—the only perfect device ever invented for keeping the screen perforation from clogging.

The No. 29-A has no near rivals, and certainly is unequalled for the thoroughly satisfactory manner in which it handles all kinds of field and garden seeds, sweet corn, and for grading seed corn.

It is also equipped with the Special Air Controller, one of the many good mechanical features of our Cleaners. The Air Controller permits of wide variations of the air blasts and GUARANTEES ACCURATE RESULTS.

If you are looking for a machine with large capacity that will do the *best work* with the *least power*, write for our new catalogue No. 222.

**A. T. FERRELL & CO., Saginaw, W. S., Mich.**



The above halftone will serve to illustrate how the RETURN AIR SYSTEM is incorporated in an ELLIS DRIER. All air coming from the exhaust ports shown in the illustration is made to pass by suction down through the grating and then into an ECONOMIZING SECTION. After passing through this section the air is again handled by the fan. A RETURN AIR SYSTEM can be used to advantage only in combination with CONTINUOUS FEED.

## The Value of a Return Air System

A grain drier which forces its heated air through the grain and then EXHAUSTS ALL THE AIR directly to the atmosphere WILL NEVER PROVE TO BE AN ECONOMICAL DRIER because the air which is exhausted is only PARTIALLY SATURATED and STILL CONTAINS AN ENORMOUS NUMBER OF HEAT UNITS. A great part of this air SHOULD BE RETURNED TO THE FAN AND THE HEAT CONTAINED THEREIN RE-UTILIZED.

A good example of what we mean to convey is the manner in which the heat in a water tube boiler is made to RE-PASS over the tubes SEVERAL TIMES in order to absorb as much of the heat energy as possible. If the heat from the grates passed over the tubes BUT ONCE the boiler would be considered practically worthless on account of its low evaporation per pound of coal.

THE SAVING IN FUEL BY MEANS OF A RETURN AIR SYSTEM MAY MEAN THE DIVIDING LINE BETWEEN PROFIT AND LOSS.

The RETURN AIR SYSTEM as applied to grain driers is covered by patents controlled by this company and is but ANOTHER REASON why the ELLIS DRIER is recommended by those who KNOW—to be the ONLY drier where truly HIGH CLASS RESULTS and ECONOMY OF OPERATION are obtained.

## THE ELLIS DRIER COMPANY

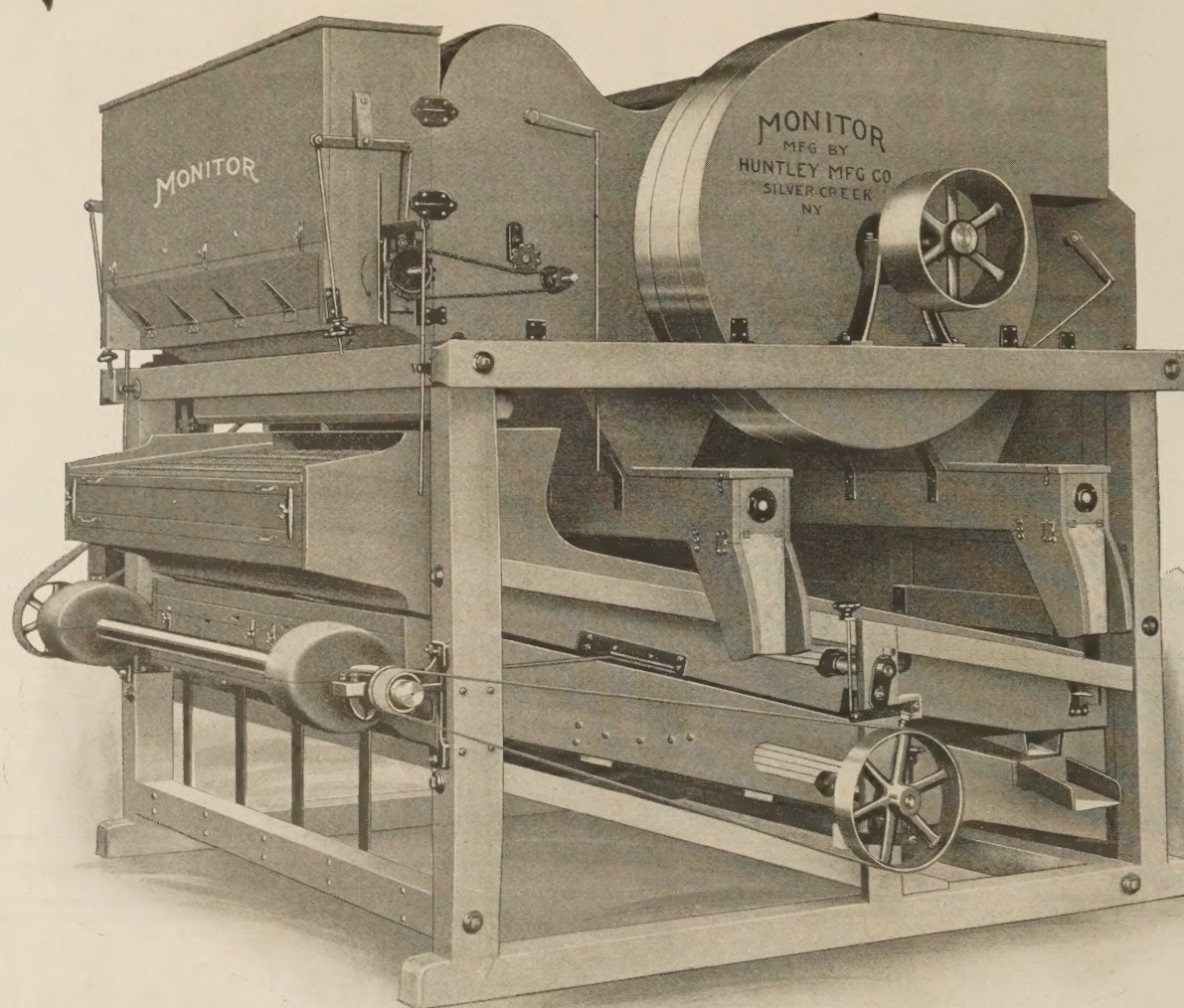
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GRAIN DRIERS

COOLERS

OAT BLEACHERS



*Monitor*The first "two-fan" Receiving Separator

—Several Patents—

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A monthly journal devoted to the elevator and grain interests.

Official paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.



Published on the fifteenth of each month by Mitchell Bros. Publishing Co., 431 So. Dearborn St., Chicago, Ill.

Subscription price, \$1.00 per year.

English and Foreign subscriptions, \$1.75 per year.

VOL. XXXII.

CHICAGO, ILLINOIS, DECEMBER 15, 1913.

No. 6.

# A New Million-Bushel Elevator at Quebec

Big Modern Plant Erected for the Quebec Harbor Commissioners—Splendid Equipment Installed for Rapid Handling—Twelve Shipping Galleries with Belt Conveyors Aggregating One and One-Quarter Miles in Length

The large grain elevators of Canada are not all located at Fort William and Port Arthur, Ontario, or Winnipeg, Manitoba. These sites, occupying as they do an intermediary between the vast grain fields of the Northwest and the all rail and water facilities to Buffalo or the coast, have been selected as the logical points for immense grain storage houses. But Montreal has closely rivaled these western cities, and now a new mammoth grain elevator is being rapidly completed at Quebec in the

province of the same name. It is being built by the Canadian Stewart Company, Ltd., of Montreal and Chicago, for the Quebec Harbor Commissioners, and in addition to the working house has storage facilities for 1,000,000 bushels of grain.

The complete plant consists of a working house, track sheds, storage annex, double marine tower, conveyor galleries, power house, and a 1,000-bushel-per-hour Morris Drier, all of reinforced concrete with the exception of the galleries and marine

tower. The working house is of reinforced concrete, in size  $62\frac{1}{2} \times 119\frac{1}{2}$  feet, and comprises a first story with height of 22 feet, bins and cupola.

The storage includes 32 concrete tanks arranged in four rows of eight tanks each. Each tank is 13 feet in diameter on the inside and 74 feet high. The walls are 7 inches thick reinforced with steel.

The cupola is a four story structure  $62 \times 107$  feet. It houses six 2,000-bushel Gurney Hopper Scales and four 15,000-bushels-per-hour Richardson Auto-



THE HARBOR COMMISSIONERS' NEW ELEVATOR AT QUEBEC, CAN.  
Designed and Constructed by the Canadian Stewart Company, Ltd., Montreal and Chicago



matic Scales, each with a garner above. There are also in the cupola two 36-inch reversible transfer belt conveyors for transferring grain longitudinally. They are supported on an elevated gallery extending the full length of the working house 8½ feet above the bin floor. Each of the track sheds is of reinforced concrete 33½ feet by 164 feet and 22 feet clear height above the base of the rail.

To the east of the working house and connected to it by two concrete tunnels and a bridge is the storage annex. It consists of 44 reinforced concrete tanks with a basement and cupola. The tanks rest on a concrete mattress over pile foundation and are 94 feet high, 15 feet 4 inches in diameter with 7-inch walls. They are connected with the floor of the working house by four 36-inch belt conveyors which extend through the tunnel and bridge already mentioned. Each conveyor has a capacity of 15,000 bushels per hour.

Grain is received on four tracks, two of which run on each side of the working house. There are two receiving pits provided for each of six receiving legs, which elevate the grain to the garner over the receiving scales located in the cupola. After weighing the grain is spouted into bins in the working house for cleaning or storage, or may be discharged into the shipping bins for shipment to vessels, or it may be transferred to the storage

annex by any of the four belt conveyors. The grain to be cleaned goes to either of two Monitor Warehouse Separators on the first floor. Clean grain is elevated from the machine by one cleaner leg and after elevation may be placed in storage or shipped. The grain from vessels is received by means of two marine legs, and is weighed through two 15,000-bushel automatic scales, in the marine towers. It is then discharged into two belt conveyors that carry it to the special receiving legs, which in turn take it to the cupola. It then follows the same route as the grain received by cars.

Shipping facilities are provided by means of the four belt conveyors that start from the working house and run out through the galleries extending along the Tidal Harbor Basin, No. 1, in the St. Lawrence River. There are twelve of these galleries included in the system with twelve drive towers. The galleries are built of structural steel and their total length aggregates 6,650 feet, or about one and one quarter miles.

All of the elevating and conveying machinery for the elevator and outlying system is being furnished by the Weller Manufacturing Company of Chicago, and money has not been spared in any particular to give to Quebec an unusually fine, modern grain elevator and working equipment.

the more anxious to avail themselves of the opportunity of getting in line with progress, to that extent, and the fact that at least one large plant, in the city referred to above, has adopted the plan and found it satisfactory, indicates that the trade as a whole may do the same thing, in so far as it has not already done so.

This plant is a public elevator, handling large quantities of grain during the busy season, and very little when the dull season is on. As in the smaller plant whose owner is quoted above, most of the work of the elevator is handled by its regular crews, who take care of the loading and unloading of cars, the shifting of the grain from one part of the plant to another, and so forth. Piece-work payment is not possible with these general crews, and the company instead simply lays off most of the men when the dull season arrives, hiring them, or others, when things are again active.

For several years it has followed the plan of paying its sackers according to the amount of work done, however, and has found the plan to work well. The practicability of doing this appealed strongly to the management, and the installation of the system, if so impressive a term can be used, followed. At first, as usual, the sackers were rather suspicious of the new idea; but when they found that the basis of payment adopted was entirely fair to them, and gave them the opportunity of working as long and as hard as they desired, and of making thereby much more than ordinary wages, they were converted to the plan, and there has since been no opposition to it whatever.

The plan, as it is in operation in this particular plant, is simple enough. The manager of the plant employs as many head sackers as the amount of grain to be sacked requires. A crew of three men work in each car, but two of these are hired by the head sacker, who is employed directly by the elevator company. The work is done by these crews, and payment for it is made on a basis of so much per thousand pounds of grain, to the head man, who divides it according to any arrangement which may exist between himself and his assistants.

This payment ranges from 7 to 9 cents per thousand pounds, depending upon local conditions, as well as upon the kind of grain handled; and while this does not sound like much, it is stated that by active work a good crew can earn an average of as high as \$25 a man weekly during the busy season, by working over-time. On the other hand, of course, during the dull season this falls off to half of that amount, for the reason that there is less work available, and the men have plenty of time to rest and take it easy.

The elevator gets the work done for substantially less than was the case under the old system, notwithstanding the fact that the men employed earn more; and this result is in line with those ascertained in practically all other industries where the piece-work plan has been employed in a fair and proper manner. The saving to the employer and the greater compensation of the employee represent the saving which is accomplished by giving the men an incentive to do their best; and this is the best kind of "scientific management," for the reason that both parties are benefited.

"We have found the plan to be all that we expected, and then some," said one of the officers of the elevator company referred to, speaking of the operation of the plan of paying the men by piece-work in the sacking department. "It is undoubtedly true that they work a good deal harder, at least during the busy season, than they used to; but most men will do that when they have a direct interest in the result, or, to put it more definitely, when their compensation is proportioned exactly according to the amount of work they do.

"I've found that I work harder, myself, since I got hold of some stock in the company, and the thing works out all along the line. I only wish that there were more departments of the business where we could apply the same idea, and maybe we'll find some way of doing it ultimately. When we do we shall certainly put the men on the piece-work system, for it produces better results."

## Piece-Work in the Grain Elevator

Nature of the Business Limits the Piece-Work System in Small Elevators—Sacking Grain the only Department Where It Is Applicable—Employer and Employees Benefit—Further Development of the System Expected

By G. D. CRAIN, Jr.

The most important result of the agitation of the past few years regarding efficiency and scientific management, to use the terms usually employed, has been to turn attention to the great amount of waste of various kinds which occurs in industrial operations. One of the greatest sources of loss in this connection has been found to be the waste of time by employes who are paid by the hour, day or other period, and who are inclined to "soldier" on the job in consequence; and the piece-work system has been generally adopted, whenever practicable, for this reason.

The grain trade, as a whole, can hardly be said to be behind the rest of the business world in the matter of keeping in touch with the latest developments along this line; but in the application of the piece-work system it has of necessity been a trailer, the reason being given by a good many elevator men that elevator operations are not such as to lend themselves readily to the application of a piece-work plan of paying the men employed. A well-known member of the trade, operating a small elevator in an Ohio Valley city, pointed this out not long ago.

"In a woodworking shop, for instance," he said, "it is possible to pay the men by the number of pieces of work of a certain kind turned out by the particular machine which they operate. In most manufacturing establishments the men are used in certain regular work, and this work has been in many cases so standardized that it is possible to measure accurately the amount accomplished by each man each day, and to pay him accordingly.

"And this, in fact, is absolutely essential in order to establish a piece-work plan of payment. That is, it is necessary that the work be such as can be accurately measured, and each man's part in it determined; and, further, it is practically necessary, in order that the task of keeping tab on the work be not too great, that each man be engaged for the greater part, if not all, of the time, on one particular kind of work.

"Most of the operations in a grain elevator fail to satisfy either of these prime requirements. The business performed is the handling of grain. It comes into the elevator in a mass, is handled in its course through the plant, in the various bins and

out again, in loading and unloading, and in the drying plant, if drying is done, by the force as a whole, generally speaking, and each man on the force has some part in all of these operations.

"How, then, could the particular amount of work done by each man each day be so ascertained as to make it possible to pay him accordingly? I'm afraid it cannot be done. I have looked into the matter, and it strikes me as impracticable, at least in a plant the size of mine. In a larger plant, possibly, where men can be and are kept on certain work all of the time, maybe something of the sort could be arranged."

And, in fact, in some of the larger grain elevators it has been found possible to handle a certain part of the work, at least, under the plan suggested, and the plan has worked to excellent advantage. This is the sacking of grain—wheat, corn and oats—which lends itself particularly to this plan, for several reasons.

It satisfies the first of the requirements mentioned above, in that it can be determined, to the last pound, just how much grain is handled by the men engaged in this part of the work; and, moreover, in a large plant separate crews are hired for this purpose, doing nothing else until the work is out of the way. The reason why this is not usually practicable in the small plant is that there is not enough of sacking work to make it worth while to keep any number of men at it regularly.

During the busy season, especially in plants of any size in the grain-handling sections, sacking is going on steadily and constantly, and there is ample room for the use of a number of men at this work. This means that it is possible to establish a piece-work plan which makes it certain that the elevator pays only for the work actually done, on the one hand, and the men employed are enabled to earn more than would otherwise be the case, on the other—which are the advantages of piece-work payment under any circumstances.

The fact that sacking is about the only operation around an elevator which is susceptible of the application of the plan in question does not by any means tend to discourage its use. On the contrary, it would seem that elevator men should rather be



## Mexico—The Land of Contrasts

Enormous Possibilities for Grain Production—Peculiarities of the Mexican Climate—Antiquated and Modern Implements Used Side by Side—How the Present Revolutionary Disorders Have Affected Crop Conditions

For years the people of Mexico have tilled the soil, not to produce wealth for the country or themselves, but merely to provide the necessary food with which to sustain themselves while searching out the precious metals for which the country is famous. And yet, with the crudest methods of agriculture and the most indifferent attitude toward the work, the agricultural wealth of Mexico has exceeded the mineral wealth ever since the days of Hidalgo, the liberator.

Only recently has any scientific thought been directed toward the great natural productivity of the soil and the clemency of the climate. In 1907 the Federal Congress passed a bill, placing the National College of Agriculture under the jurisdiction of the Department of Promotion (*Fomento*), authorizing the acquiring of experimental farms and stations

in many regions is uncertain, a severe drought being followed not infrequently by as destructive a flood, between 30 and 40 inches of rain falling in a few hours. The wheat area has recently been considerably extended, however, and when the dove of peace settles on the country, if she hasn't been killed in the meantime, Mexico will be one of the great wheat producing nations of the world.

One factor of the Mexican climate makes for the greatest prosperity. It is practically the same the year around so that one crop of wheat and two of corn can be taken off of the same land in a year. The average yield of wheat is 20 bushels, and of corn about 50 bushels to the acre on irrigated land, decreasing about 40 per cent on dry land. Were the available acreage cultivated to its fullest capacity it is estimated that there could be grown



HARVEST SCENE NEAR THE PYRAMID OF CHOLULA, MEXICO

and the establishment of regional schools of agriculture.

In the next year a bank was founded to issue loans promoting agricultural and irrigational undertakings. In 1909 a law was passed which created the National Agricultural Chambers and established chambers in every state for the study of agriculture, stock raising, forestry and derivative interests. During the same year, a National Agricultural Bureau was established and annual exhibits have been held and prizes awarded. During these fairs, lectures have been given and suggestions and help offered to all who would accept them. From the first awakening of Governmental interest only six years ago, all real progress in agriculture may be said to date.

The chief article of food and the most valuable natural product of Mexico, not even excepting the minerals, is corn. From it the tortilla is made, the chief dish of the nation, and it forms the basis of many other articles of diet. In 1900 there were produced in Mexico 92,000,000 bushels of corn, which is by no means a record crop, that of 1911 being valued at over \$50,000,000. This amount scarcely takes care of the native demand and even a slight decrease necessitates the importation of considerable corn from the United States.

Every Mexican state has some corn under cultivation, but the states of Jalisco, Vera Cruz, Guanajuato, Puebla, Mexico, and Oaxaca are the greatest producers. The topography of Mexico is such that within 75 miles there may be tropical conditions at sea level, and perpetual snow at 18,000 feet elevation, with valleys and plateaus between these extremes which are adapted to almost any crop. Thus wheat, which is best adapted to cool or temperate climates, grows abundantly at an elevation of about 9,000 feet.

Until irrigation was practiced more extensively the wheat crop was not dependable, as the rainfall

within a few miles can be seen fields cultivated with the most modern implements, and those in which the ground is plowed with the primitive instrument of 200 years ago. A thrasher may operate within sound of the trampling hoofs of the cattle used to stamp the grain from the straw, and a reaper may pass the peon cutting wheat with a knife or sickle. The illustrations furnished by the International Harvester Company portray present



STACKING WHEAT IN MEXICO

conditions or at least conditions existing just before the revolution now in progress.

The most primitive methods of grinding the grain are also in general use throughout the country, the women as a rule doing the work, in many cases pounding the grain in a stone mortar with a heavy stone pestle.

Naturally at the present time the agricultural interests have suffered severely as a result of the disturbances of the country. Both Federal and Constitutionalist bands have confiscated grain whenever needed and pastured their horses on the growing crops. The peons are restless and unsettled and but little work can be accomplished. Reports from the agricultural districts are too meager to afford an estimate of the actual damage or the



IN A MEXICAN CORN FIELD

The statistics for 1906, the last which are available, give the following grain production: Corn, 109,767,000 bushels; wheat, 12,877,000 bushels; barley, 7,594,000 bushels; and rice, 1,165,000 bushels of 65 pounds.

These figures represent but a fraction of the grain possibilities of the country, but before these possibilities can begin to be realized there will have to be a decided change in the methods. At present

amount of grain produced this year, but reports of privation and suffering have been received from some sections and there is no doubt but that the agricultural losses have been severe.

Fifty-nine dollars for one ear of prize winning corn was paid by P. T. Flynn at Fort Dodge, Iowa, recently. The ear was about 8½ inches long and had approximately 1,000 kernels.



## The Grain Trade at Fort William

The Remarkable Development of a Former Fur Trading Post to a Leading Grain Shipping Port in Twenty-five Years—New Grain Exchange—Recent Establishment There of the Headquarters of the Canadian Grain Commission Will Concentrate Trade

By FORMAN TYLER

The importance of Fort William, Ont., as a grain shipping port is now fully recognized. It shares with Port Arthur the title of Canadian Head of the Lakes and is about the same size as that port. The two places, which are known everywhere as the Twin Cities, have developed rapidly within the past

frontage of nearly 28 miles, only exceeded on the Lakes by that of Chicago, and infinitely more adaptable for commercial purposes than that of the Lake Michigan port.

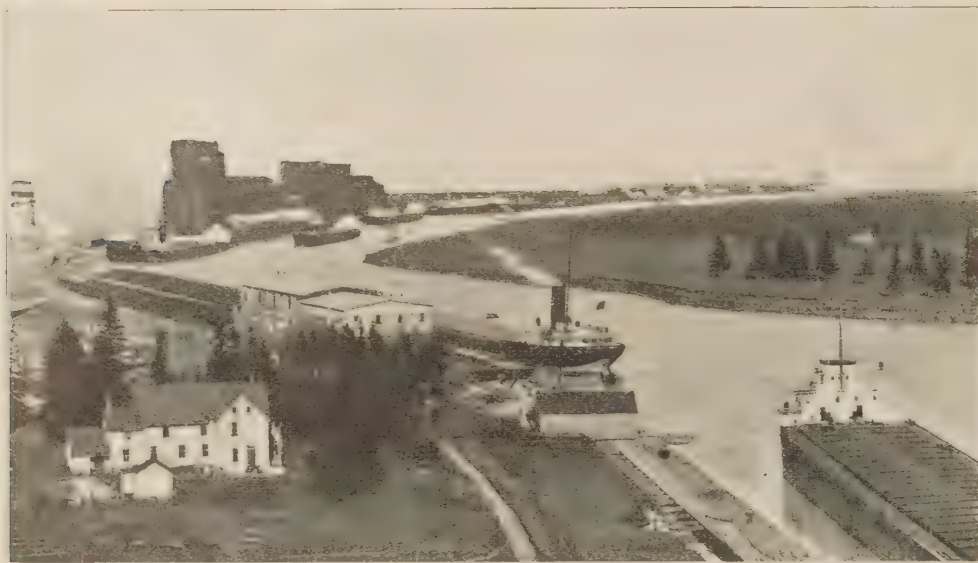
The far-seeing managers of the Canadian railroads at once recognized the strategic importance of

seven miles of water front, excellently situated for terminal purposes. The Canadian Northern Railroad has its terminals still farther to the south, extending from the limits of Fort William to the heart of Port Arthur.

While the coaling interests of the city are large, the big word in its vocabulary is "Grain." This is the magic sesame that has forced the tremendous development of the city and directed the eyes of the grain trading world to this Northern port. In 1912 the two ports, Fort William and Port Arthur, shipped in Canadian and United States vessels 113,257,676 bushels of grain, of which of course the largest proportion was wheat. The elevator space required to take care of this commerce is enormous and the Canadian Government, the railroads, and individuals have bent every effort to keep up with the increase in the grain crop from year to year, but without success. Last spring before navigation opened the Canadian Grain Commission had to suspend its rules and store grain in the United States vessels in port. In the sixty-one boats at the two ports there were 13,000,000 bushels of grain waiting for the ice to break up. Besides the boats, the Canadian Northern Railway had supplied a large number of box cars in which grain was stored all winter.

This lack of room does not mean meager elevator equipment. The two ports have greater grain storage capacity than any city in America with the single exception of Chicago. The Canadian Pacific Railway has five elevators, four of which are in pairs. The first pair have a capacity of 1,250,000 bushels and 1,250,000 bushels; the second pair of 500,000 bushels and 2,000,000 bushels; the fifth has a capacity of 3,750,000 bushels. The Grand Trunk System has an elevator with a capacity of 3,250,000 bushels, built two years ago, and an annex built last year, bringing the total capacity of this unit up to 6,000,000 bushels. An ultimate capacity of 10,000,000 bushels is planned for this elevator, and five more like it as the traffic demands. Other elevators in Fort William along the river front are: Western Elevator, 1,250,000 bushels; Consolidated Elevator, 2,250,000 bushels; Ogilvie Flour Mill Elevator, 1,000,000 bushels; and the Empire Elevator, 2,250,000. These, with some smaller elevators located about town and those at Port Arthur, have a total present capacity of 41,035,000 bushels.

Figures mean little to the average person, particularly such great totals as are necessary in com-



GENERAL VIEW OF FORT WILLIAM HARBOR LOOKING EASTWARD

The two large elevators in the center are the Canadian Pacific Elevators A and B, while in the distance at the extreme right is the Empire Elevator.

few years, due to their enormous terminal elevators, which allow huge quantities of grain from western Canada to be stored there, to be transported later by vessels to the Eastern markets.

The establishment by the Canadian Government of the Board of Grade Commissioners, with headquarters at Fort William, seems to bear out the claim of Fort William citizens that the city will soon be the directing center of the entire grain trade of the Dominion. In connection with this Commission the establishment of Fort William as a grain sample market and order point will have a tendency to concentrate there the grain shipping business of the West.

And it must not be overlooked that Fort William is young so far as the modern city is concerned. The fort itself was established as a fur trading post of the old Northwest Company at the mouth of the Kaministiquia River where it enters Thunder Bay. The traders in their canoes went far up the river and its tributaries, bringing down the furs to the post. A settlement grew up around the Fort, but it was scarcely more than a settlement when the Canadian Pacific Railroad entered the territory in the early eighties. The first through train from Montreal to Winnipeg passed through Fort William in 1886, and from this year the modern city can be said to date. It is still a trading post, but instead of the mink and otter and fox, brought in by the *courreur de bois* in their swift canoes, now millions of bushels of golden grain are brought from the North and West by three great transcontinental railroads and stored for reloading to points in the East.

The magnificent natural harbor in Thunder Bay has marked Fort William for a commercial destiny. As the river Kaministiquia approaches Lake Superior from the West it divides, forming three mouths. One branch is called the McKellar and the other the Mission River. The three mouths of the stream form two islands, prosaically named Island No. 1 and Island No. 2. Including the shores of the islands, which are amply utilized, Fort William has a water

frontage of nearly 28 miles, only exceeded on the Lakes by that of Chicago, and infinitely more adaptable for commercial purposes than that of the Lake Michigan port. The far-seeing managers of the Canadian railroads at once recognized the strategic importance of



BIG GRAIN VESSELS IN FORT WILLIAM HARBOR AWAITING THEIR TURN TO LOAD AT THE ELEVATOR SPOUTS

sary for the railroad to acquire a large stretch of frontage on Island No. 1. The Grand Trunk Railroad was later in the field, but was able to secure 1,600 acres south of the town in the Mission property, a tract that was originally set aside for an Indian reservation. This gives the Grand Trunk

puting the grain storage capacity of this port, nor does the sight of the great structures that hold this grain convey an adequate picture of its proportions. But the moving trains and heavily loaded boats impress the imagination. During October, November and December of last year a constant stream of



## The Romance of Grain

## A History of Grain and the Grain Trade of the World from Remote Ages

By JOHN MCGOVERN

Author of "The Fireside University," "Hospitality," "Paints and Pigments," "Trees," "An Empire of Information," Etc.

## PHOENICIA [CONTINUED.]

box cars, stretching in all directions as far as the eye could follow over the snow-covered prairies, brought 10,000,000 bushels of wheat each week into these terminal elevators. When navigation opens in April scores of great ships, rivaling those of the ocean in size, steam out of the harbor, loaded to fullest capacity with grain and meeting on their southern and eastern passage an even larger fleet hastening to the head of the lakes to receive in their turn a golden cargo. This is the movement of grain for which each year preparation is made long before the previous crop has ceased its flow. It was to guide this movement, to regulate the flow, and to see that justice and equity should come to all who grew and handled the monster, that the Board of Grain Commissioners was founded by the Dominion Government.

The Board of Grain Commissioners possesses powers in regard to the grain trade similar to those vested in the Canadian Railway Commission in respect to railway transportation. It establishes the

The Hebrews, for instance, looked on a marketplace like Tyre as necessarily a gathering of merchants—strangers. There was no duty to lend to strangers. Who was it that knew the stranger? Was he not here for his own profit? If he paid interest himself, would he not himself profit by the payment? In the Old Testament, when a calamity befell a trading-centre, it was recorded that "every man returned to his own people." The fellow-countryman asked for a loan not longer than between seed-time and harvest. These Phoenicians had no fields and no harvests. Their borrowings

(Alpha) was a yoke; *Beta* was a house; *Gimmel* (G) was the camel; L was the whip, etc.

## METHOD OF BARTER.

They landed, displayed their glass beads and pretty cloths, just as merchants have until recently traded in Africa; they retired to their ships; the savages came and looked; retired and brought what they in turn could offer—gold, Wheat, tin stone. Thus the barter went on. The merchants were dealing with Stone Age people. "This seems to explain," says Lenormant, "how it was that these great Phoenician merchants, whom the Venetians, the Dutch, and even the English, in modern times, have scarcely equaled, after having been led by the necessities of their commercial operations to simplify writing and invent the alphabet, did not advance to the invention of coined money. During the many centuries of their commercial prosperity they did not feel any necessity for the use of money—a necessity felt only in common with civilized and not with uncivilized nations; and they allowed the Greeks to reap the credit and advantage of an invention so important and so fruitful in its results."

Later, when coinage came, Phoenician coins bore the word "Kanaan" (Canaan).

## THE BIBLE.

The prophet Ezekiel describes the world-wide commerce of Tyre (chapter 31) and this is the first Hebrew mention of that city.

"And Canaan begot Sidon, his first-born," says Genesis Tenth. Thereafter the chronicler describes the boundaries of the Canaanites.

## THE TRUTH NOT ALL KNOWN.

Sometime, maybe, there will be a History of the Bridge at Tyre—the reasons for its institution; the seven-year siege of Tiglath-Pileser; the siege of Alexander; and the truth about Beelzebub, the Lord of the Insect. (Sound of a buzzing.) Considering this Baal and the bug, it is worth noting that the religious bugs now preserved by archeologists (scarabei) all come from respectable Egypt. Just why the beetle should have obsessed the human race, on our way up to the spectroscope and the wireless, is not explained.

The building of Solomon's temple also hints of the injustice that the pastoral and agricultural peoples were so ready to do to the wonderful merchants of Tyre. It is recorded that Solomon had backslidden into the worship of Baal and had erected an Egyptian temple for one of his wives. But how comes it that Hiram of Tyre furnished the roof of the temple at Zion if he himself dealt only with the twelve cannibalistic stones and Baal at Tyre? Civilization advances with commerce—not in spite of commerce.

We have tarried with the merely commercial aspects of Phoenicia because here began the shipment of Wheat in the Sea Caravan. Here was *Orbis Terrarum*, the parent of greater *Orbes* on the Black Sea, the Rio de la Plata, the American Atlantic coast, Lake Michigan and now Lake Superior.

[TO BE CONTINUED.]

## A SPECIFIED LIMIT TO DOCKAGE

An important decision was reached in regard to grain dockage at Chicago at a meeting held lately between the Chicago Board of Trade Grain Committee, the Appeals Committee of the Illinois Inspection Department and Chief Grain Inspector John P. Gibbons, and the prevailing opinion was that spring wheat containing half a pound or less of dirt or foreign seeds per bushel should be considered commercially clean and not subject to dockage.

Another issue which was vigorously discussed was the diversion of trade from Chicago to other markets and a demand that every effort be exerted towards regaining the former and increasing new trade to this center.



THE NEW FORT WILLIAM GRAIN EXCHANGE

rules and regulations of the trade for the whole Dominion as our State Commissions do for the commonwealths. Winnipeg is the center of the producing country, but Fort William was selected as the headquarters of this important body because practically all the wheat for eastern markets passes through the elevators at this port. Some idea of the amount of work done by the Board and its subordinates can be ascertained from the fact that the expenses of the Fort William office alone were over \$72,000 and the income from inspecting and weighing fees, samples, and vessel collections was nearly \$119,000. The temporary quarters of the Board were in the Cuthbertson Block, but during the past year a new five-story Grain Exchange building has been erected, one floor of which will be used by the Board. All the building will be devoted to the grain interests in some capacity or other. There is a night as well as a day shift in the Board offices and testing rooms, so that a position with it is not looked upon as a sinecure.

A petition for the establishment of a hay market was recently presented to the burgesses of Medicine Hat, Alta. The request was denied because the site mentioned in the petition was strongly objected to by residents who did not want a market in the neighborhood.

Inspection of the grain fields is a new service offered the farmers of North Dakota by State Pure Seed Commissioner Bolley of the North Dakota Agricultural College. Whenever a group of farmers from any section of the state will petition for it, an expert will be sent to examine the growing crops, to determine how much of other grains, or weeds or diseases are evident.

might extend over years. Instead of inventing interest as an exaction, it is possible that they were the first people to pay interest with a thought of benefit to everybody concerned who lived outside the wholly barbaric world.

## ORIGIN.

Lenormant believed that the Phoenicians had an *Orbis* on the Persian Gulf (Erythrean Sea) ages before the era of Tyre or the Mediterranean. Lockyer credits them with astronomical observations 10,000 B. C. The Pocockes trace Phoenicia backward to Afghanistan. Anyway, at Tyre, the Phoenicians set up dyeing works that smelled as prosperous as the Chicago Stockyards, and were remarked on far at sea in ancient days. They became agents even for Pharaoh, and paid tribute to all kings whomsoever, that held big stocks of wheat. The granaries at Tyre became extraordinarily capacious and strong. Phoenician ships at last carried the Wheat, Barley and Rice of Egypt, and it is thought that their credit rose so high that they were allowed at the docks even of Memphis itself. The Phoenicians founded great Carthage and Utica on North Africa, Cadiz on the Atlantic, and reached Cornwall, England. Perhaps they carried the scone-stone to Tara, Ireland. Their tin and copper brought in the Bronze Age.

They set up store-houses and factories wherever they chose in Barbaria, and probably all the great cities on the Mediterranean coast and on the Atlantic to Cornwall were thus begun. They abridged the hieroglyphics to a non-artistic alphabet, serving sound and the ear rather than the eye and a sense of the beautiful. In this way the alphabet came about, and Cadmus introduced the new code in Greece, still reading from left to right. *Alef*



## The Marketing of Pop Corn

Different Varieties of Pop Corn—Distinguishing Features—How It Is Distributed—Average Market Prices—Field of Consumption

Pop corn, hot from the popper on a rainy Sunday afternoon, or as a market crop, is no new thing, but the area of production has been so limited and the market so restricted in the past, that the general trade has not had opportunity nor incentive to find out much about it. The United States Department of Agriculture has just issued a bulletin on the subject, however, which gives much information respecting the grain and will, perhaps, stimulate production and markets.

Pop corn is chiefly distinguished from other varieties of corn in its tendency to evert or turn inside

that the present production does not vary much from these figures.

The exact nature of popping is not well understood. Formerly it was supposed to be caused by the expansion of oil in the kernel on being heated, but at the present time it is believed to be due to the expansion of the moisture contained in the starch cells. The general belief now is that on the application of heat, as from a good bed of coals, this moisture expands with sufficient force to cause an explosion of the cells and the kernel turns completely inside out, enveloping the embryo and hull.



POP CORN ELEVATOR AND CRIBS AT ARTHUR, IOWA  
Each Crib Has a Capacity of 18,000 Bushels.

out on being heated. This peculiarity has given it the scientific name of *Zea Everta*, by which botanists distinguish it from *Zea Mays*, the common field corn of commerce. It differs from this latter in having a larger proportion of endosperm, and in the ears and kernels being smaller than in the field corn, and stalks more slender and inclined to take on a purple color. Most varieties bear more than one ear to the stalk, and in other characteristics in a general way it resembles its larger relative.

There are two well defined types of pop corn—the rice type, with sharp beaked kernels, and the pearl type, with smooth or rounded kernels. Each of these two types may be subdivided into a number of different classes or varieties, according to color and according to size and time required to mature. The subdivision of these two types according to these characteristics have given some twenty-five or more varieties of pop corn.

There is no demand for the colored varieties. Some of these have excellent popping quality and good flavor, but as the popped kernels do not completely hide the colored hull they do not make as attractive an appearance as the white varieties. The less coloring matter there is in the hull or seed coat the prettier will be the snowy white mass of popped kernels.

Of the pearl type the principal varieties are the Common White Pearl, Queen Golden, and Eight-Rowed. All of these are grown to a limited extent as compared to White Rice. The Silver Lace and Mapledade varieties are selections of White Pearl. Because of the large size of its popped kernels the Eight-Rowed variety is in demand at Christmas time for decorative purposes.

The White Rice is grown most extensively and is preferred on the large markets and by pop-corn vendors, probably because its peculiar shape and size make it more easy to distinguish than the pearl varieties. This variety is usually listed as White Rice, but some selected strains are offered under special names, as Improved White Rice, Snowball, Early White Rice, Monarch White Rice, Old Homestead, and others not so common.

Pop corn is grown in practically all of the states, but almost all that appears on the market comes from a few of the states in the Corn Belt, Iowa leading with 5,345 acres of pop corn; Nebraska, 2,167 acres; Illinois, 998 acres; Kansas, 520 acres; and the rest with less than 500 acres each. These statistics were for the year 1909, the only year in which data was collected. It is estimated, however,

It is probable that the expansion of the air within the seed coat also has something to do with the popping. The seed coat should be sufficiently dry and hard to afford much resistance to expansion.

Careful tests have shown that the pollination of white pop corn with pollen from yellow field corn affects the flavor, texture, and color of the popped kernels that were cross-pollinated. In other words, the planting of good, pure pop corn within 10 or 20 rods of field corn is likely to ruin both kinds for seed and injure the popping quality of the pop corn.

To give satisfactory results in popping, corn should ripen fully on the standing stalk before frost comes and should then be stored where it will have sufficient ventilation, so it will not heat in curing. The kernels should be practically free from soft

white matter in the endosperm and should have a moisture content of about 12 per cent. If properly stored, pop corn will retain its popping quality for a number of years.

Good grades of pop corn will increase in volume from twelve to twenty times on popping. In popping there is usually more or less waste, due to imperfections in the kernels, slow or uneven application of heat, or other causes. Factories have reported from 7 to 25 per cent of waste in commercial grades of pop corn.

The curing of pop corn has to be done with great care, as the danger of heating seems to be greater than in the field varieties. It is not ready for marketing until the summer following the season in which it was grown, June 1 being set by most dealers as the earliest date on which the new crop should appear for sale. The corn is usually sold by the growers by the pound on the ear, and the elevator men store it in specially designed cribs

and shell it as it is needed for the market. In the past the corn was often grown on contract, the entire crop to be furnished to the dealer at so much a pound, but now many of the farmers are getting more independent and have their own cribs where they store the corn until the market presents a favorable time to market it, often selling direct to the consumer or retailer. When it is sold it is usually shelled and put in 100 or 150 pound bags. In the Eastern states where only enough pop corn is raised to supply the local market, it is sold at from 1½ to 3 cents per pound of ears, and the storekeepers retail it at from 5 to 10 cents per pound of ears, or shelled in pound boxes at 10 cents a box.

The market price for pop corn is more variable than that of any other grain, ranging from as low as ¾ cent per pound, the price in 1908, to six cents, which was paid last year. The weight per bushel is the same for pop corn as for field corn, 56 pounds shelled or 70 pounds in ears. One hundred pounds of ears should give 80 pounds of shelled pop corn.

Most of the crop, about 67 per cent, which finds its way to the large markets is grown on a few farms in Iowa and Nebraska by farmers who make a specialty of raising pop corn, this taking the place of field corn in the crop rotation. The local elevator men usually buy up the crop at the time of harvest and hold it for sale to manufacturers, commission merchants and jobbers. The manufacturers of pop corn products, such as crackerjack, corn bar, pop corn balls, etc., have largely increased the sale of this grain in the last few years, and they have just begun to extend the market abroad. The export business in pop corn, however, is yet in its infancy and needs to be encouraged. Until the field of consumption is in this way widened the present production just about takes care of the demand, and in view of the great variation in price the government investigators warn growers against an over production.

### RIGHTING THE TRANSCONA ELEVATOR

The contract for bringing again to a perpendicular the huge Transcona elevator, which sank some twenty feet on its foundation and at the same time tilted at an angle of about 35 degrees, has been awarded to the New York Foundation Company. The task is not a small one and is an entirely new



A RAT AND MOUSE-PROOF POP CORN CRIB  
Iron Frame Covered with Wire Netting, Concrete Foundation and Storm Curtains on Sides and Ends.

problem for the engineers to solve, but it is believed that the elevator can be successfully righted.

When the storage tanks tipped to this dangerous angle they were full of grain. The problem of saving the wheat immediately engaged the attention of the Northern Pacific officials. Each tank had to be bored as near as possible to its base so that the grain would discharge into the temporary conveyors which carried it to the loading house. The danger in tapping these solid concrete tanks was considerable, as there was the ever present possibility of collapse or further settling. But the work was accomplished without an accident and without losing a bushel of the stored grain.

The plan by which the structure will be righted is to erect a temporary foundation to hold the elevator in its present position while a permanent caisson foundation, reaching to the hard shale rock below, is put in place about 20 feet under the surface of the ground. When this is ready the whole structure



will be gradually lowered and brought to a perpendicular. When it is remembered that the elevator had a capacity of nearly 1,000,000 bushels of grain and that it was entirely of reinforced concrete, the magnitude of this task can be imagined.

A part of the plans of the Foundation Company includes the placing of caisson foundations under the working house which escaped before, but which is considered unsafe on the loose soil upon which it stands. No estimate has been made as to the probable amount of time which will be consumed in the work, as much of the actual process will have to be worked out on the ground after the task is under way.

### A BUSY ELEVATOR IN MICHIGAN

Thoroughly modern both in construction and equipment is the elevator of Perrot & Stuart, Chesaning, Michigan. The building is of comparatively recent date, the plans having been made by the Ypsilanti Machine Works of Ypsilanti, Michigan, who also sold and installed all the machinery. The elevator itself is of frame construction, measuring



ELEVATOR OF PERROT & STUART, CHESANING, MICH.

30 by 60 by 32 feet high, having a cupola 16 by 32 by 16 feet high. The office building in front is built of brick, the office being on the first floor and the picking room on the second floor. The engine room is also made of brick. There is a deep basement running under the entire building.

The elevator is equipped with two Hall Distributors, and there is both a Ferrell and an Invincible Grain Cleaner. Two Giant Pickers are employed in the picking room. One of the best features of the elevator is the very complete system of friction clutch pulleys which have been installed, so that practically any part of the elevator can be thrown in or out when desired, thus eliminating a lot of waste power when the elevator or machinery is not in use. The total capacity of the elevator is 25,000 bushels.

### ARGENTINE FEED GETS BLACK EYE

The prevalence of foot and mouth disease (eczema epizootical) among the cattle of the Argentine has caused a decided slump in Argentine feeds in this country. The Bureau of Animal Industry of the Department of Agriculture has issued an edict that importations of hay, straw, bran and grits must be disinfected on their arrival here as long as the epidemic continues. Corn was not on the list, but considerable anxiety was felt in grain circles lest it should be put on, until the secretary of the New York Produce Exchange called up Dr. Hickman, the head of the Bureau, and received his assurance that there was no danger of grain being included as in its natural state there was little danger of infection.

The edict in regard to bran was feared the most as two cargoes of bran from Argentine had been recently received. This was allowed to be delivered, however, as it was accompanied by a certificate stat-

ing that it came from uninfected districts. This certificate was issued by Argentine health authorities and endorsed by our Consul General.

The reason that there is greater danger from feed-stuffs from grain is explained by the authorities to be that grain is transmitted direct while hay, straw or those products from the mill are liable to have been mixed with products used locally and which have been contaminated by the native cattle.

### THE FABLE OF THE TWO FRIENDS

[A Somewhat Revised Version of the Thrilling Little Tale in a Recent Issue of One of Our Contemporaries.]

Once there was a Little Lady, the wife of a Well Known grain man who was very Popular with her Associates. She had a Sunny disposition and was Fair to Look Upon so that she never had to Omit any dances at Social Gatherings or sit Remote from the Speakers Table at Popular public functions. Her Husband, being of the Right Sort, never left her to Pine at home when he attended large Grain association meetings, but always took Wifey along and she had Endearred herself to very many friends

by Numerous excellent qualities of mind and heart which All men and Most women Admire.

Now, it was thought by some Big Men in the Grain trade that a Ladies organization should be Started in connection with a large National Grain association. The Purpose of the Ladies movement was to Broaden the Social activities of the Association and secure the Co-operation of such men as would likely be moved to join the Order because of Women's Softening and Refining Influence. So the Ladies aid was duly Launched and at the First meeting the wife of a Leading grain man was made its President while the wife of our Well Known grain man was elected to the Vice Presidency.

As Vice President, the Little Lady made Good. She filled the office with Credit, did not grow Haughty among her friends on account of the Great Honor thrust upon her, and during the year of her term of Office, her husband, while recognizing that he was a Mere man, was still Able to live with her in Peace and Harmony.

Naturally, having gained the Confidence of her friends, she had expected, as is customary, at the first Annual meeting to glide Smoothly through the Portals leading to the Presidency. And she would have been elected to this High office, hands down, had not a Surprise been sprung.

Her Best friend, and least of all to whom she would have looked for Disloyalty, Bolted the Ticket, placed a Rival candidate in the Field, who was elected. The Quondam friend assumed to have Lofty motives for an Action that was only too evidently prompted by Self Interest and which would have to be Catalogued among Ordinary shabby tricks.

The defeated Little Lady consoled herself with the Thought that is Always the Consolation of the

truly Great: It is better to Merit success than to Achieve it.

Moral: If you are disloyal to your friends, and put one over for reasons, blame it on the crippled children's home. Maybe you can get away with it.

### TAKING CARE OF SCALES

There has been a great deal said of late in regard to the taking care of scales, and indeed few machines with which the grain trader has to do are more important. On the scale—the determination of the correct weight of each load of grain—rests the amount of confidence which the shipper will thereafter repose

Dirt is the great enemy of correct weights, and unprotected scales are liable to become clogged with water and dirt that accumulate in the pit during the working season, particularly if there is no drainage in the pit. First, a wagon or truck scale should be placed a little higher than the surrounding surface so that water will run off, and the pit of the scales should be drained; second, a scale should be protected with a shed wherever possible.

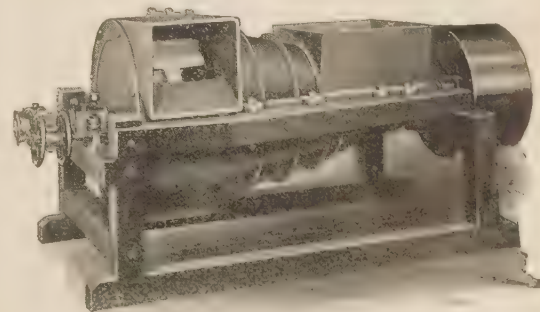
Most of the dirt that gets in scales is tracked on by the wagon in wet and muddy weather, or blown in by the wind in dry weather. A protection from both sources of dirt is easily attained by fastening a strip of old rubber belting about eight inches wide all round the frame and letting it lap over the scale about four inches. Of course, it should not be tacked to the platform.

The pit should be thoroughly cleaned so that there is a good clearance under the truss rods. All the loops and bearings of the scale should be clean. If the superstructure is wood the bolts should be examined at the corners to see that there is no sag or that the angle irons have not given. If they have, the timbers of the scale should be renewed, in which case it will be well to give them a thorough soaking in carbolinum before they are put in place, and if this work is done in cold weather it should be heated before being applied.

### IMPROVEMENT IN U. S. WAREHOUSE CORN SHELLER

In their new factory, the B. S. Constant Manufacturing Company of Bloomington, Ill., is striving to give the grain trade the very best of everything that is manufactured in grain elevator machinery. One of the recent changes was in its U. S. Warehouse Corn Sheller. The company now makes all sizes of these shellers mounted on a wood frame with separate cast iron fan, which is more substantial than the former style and of more approved design.

The fan drum is made in three sections with



THE U. S. WAREHOUSE CORN SHELLER

large clean out door as shown in our illustration. The shells are made with heavy ribs. The hopper is flared and the cylinder is made in three sections. This greatly reduces the repair costs, and together with the company's quick repair feature, which includes the ability to renew the upper and lower castings without disturbing any other castings, and with their lock wheel adjustment, gives unusual advantages to the user.

The company likewise furnishes their all iron shellers of the smaller capacities whenever preferred.



## Tri-State Association Meets in Toledo

Reconsideration of Ohio Seed Law—Stringent Treatment of Banks on Bill of Lading Drafts—Passing of the Toledo Call Market—Determination of Buyer's Price—New and Old Corn

According to their custom, announcement of a meeting of the Tri-State Grain Producers and Dealers' Association at Toledo, Ohio, brought quite a gathering together at the Boody House in the center of the city, Wednesday, December 10, 1913. The morning meeting was postponed on account of insufficient number present and the absence of Secretary T. P. Riddle of Lima, Ohio. Those who were present strolled, in groups of two or three, onto the 'Change floor and discussed prospects of the meeting, its topics, which had been presented in a letter from the secretary's office, and country shipper renewed his acquaintance with Produce Exchange members.

After luncheon, like prospects prevailed, until the secretary arriving, opened the meeting promptly at 2 o'clock. He said that it would be impossible for President E. G. Odenweller to be present and in the absence of the vice-president, also, would entertain a motion to place S. L. Rice of Metamora, former president, as chairman of the meeting. This was unanimously carried.

Mr. Rice said that he thought the implements of office had been permanently put away for him, but that it was a pleasure to once more bring topics before a meeting which he felt would handle the situation well, with vigor and promptness and he would therefore pass right to the business of the afternoon as outlined.

One by one members of both the Tri-State Association, including those of northwestern Ohio, northeastern Indiana and southeastern Michigan, and members of the Toledo Produce Exchange, appeared until there was a good attendance; by three o'clock 47 had been counted.

### LEGALITY OF LAW QUESTIONED

The Ohio Seed Law, which has been discussed in these columns before, was placed on the floor for discussion again by Mr. Riddle, who said he had interviewed A. P. Sandles of Ohio Agricultural Bureau about it, and found that, although the matter had been dropped, still the law hung open and that it had been suggested by Mr. Sandles to take the matter up with Attorney General Hogan and put him on record. The following telegram was proposed and finally carried:

Conference of Ohio Seed Dealers and Producers question legality of Ohio Agricultural Seed Law.—President Sandles of the Agricultural Commission advises matter was referred to you two months ago.—Interests of producers and dealers suffer heavily by delay.—This bill in present form defeats its purity-promotion intent and depresses values by involving unnecessary and prohibitive handling expenses. Please advise date when we may expect definite answer.

In the discussion of this motion J. W. McCord of Columbus, Ohio, asked what would follow a repeal of this law or a declaration of its illegality? He said that if the department could agree upon a bill suiting the dealers of the state, he felt sure that a measure could be crowded through the legislature quickly and that matter might be taken up at the special session which will convene at Governor Cox's call in the near future. He also made it plain that the Ohio Association would endorse the action of the Tri-State body in this matter.

It was plain to be seen that there were those present who felt that if the execution of the law had been dropped, the question and legislative agitation ought also to be dropped; that if the law was inoperative and business could be conducted as before, why put the question before the governor and legislature of passing a new law, which might be just as stringent or impractical as the first bill? Among those who felt that before anything was done, a thorough study of the situation and a drafted law to carry out the desired protection should be made, were H. W. Fish and H. C. Pollock.

### BILL OF LADING DRAFTS NOT HONORED

It was reported before the assembly that certain Toledo banks had refused to cash drafts on bills

of lading with satisfactory collateral and an attachment "Permit Inspection." The limitations of this problem were threshed out. H. W. Fish said that the attachment permit allowed the buyer to absolutely turn down the shipment, but F. O. Paddock, president of the Toledo Produce Exchange, said in part, "I can not see why our banks would turn drafts back since all bills of lading passing through Toledo come under our inspection department. The banks do not take collateral except through Toledo houses and only explanation I see is that some Toledo house has withheld draft until a complete inspection has been made on a doubtful shipment."

It was stated that the railroads placed cars of grain for inspection at Toledo, no matter what the bill of lading called for, and that they would not accept grain on which inspection was prohibited. That the Toledo banks accepted collateral from Toledo houses only was disputed by Mr. Riddle, who said that the country shippers were also recognized. That this was a doubtful point seemed evident from the debate.

### TOLEDO CALL MARKET ABOLISHED

The paramount issue of the meeting, namely the discontinuance of the Toledo Call Market, which took effect December 3, was taken up with vigor. "This," said T. P. Riddle, "has been the basis for determining the price to be paid by the miller and the country dealer. Its elimination or the elimination of publishing the call market prices upset a basis to which these people had been educated." Continuing in brief, he defined the "Call Market" from grain dealers' standpoint as the maximum bid for grain on the Toledo market by brokers. The "Cash Market" was defined as the price at which the grain is held or the Toledo grain selling price.

The millers and country men have been served by the publication of the "Call Market" in that they had been given a standing price, less commission, less freight on the 15½ cent basis to New York. The "Cash Market" ranged from ½ to 5 cents above the call market in extremes and average ¾ to 1 cent and a half. For the last three years greatest publicity had been given to call market and country elevator owners and millers looked upon these reports as basic and of importance, making an allowance for profit and buying from farmers on basis of these prices. How could the country dealers' buying price be estimated correctly from the "Cash Market"?

Mr. Paddock took the floor and covered the situation fully, starting with a little personal experience and revelations of market fluctuations, miscalculated margins and the varying conditions which are now prevalent.

He said that following the example of the Chicago Board of Trade, the Toledo Produce Exchange had fashioned a "Call Market" and had consistently maintained it even after the United States Attorney General had brought suit against a like market of the Chicago Board of Trade, said to be in violation of Sherman Anti-Trust Law, and that while it seemed a good law for a Board of Trade, its members and traders, still it was held to be in restraint of trade and that therefore to abide by the laws of the land, the market had to be done away with.

Desire for advice on how to estimate buying price and an expression of doubt that the Call Board had absolutely been discontinued elicited from Mr. Paddock the statement that he absolutely knew of no agreements between members of the Chamber at present time going on corresponding at all to the Call Board. He advised getting used to basing everything on Cash Market, less freight to Toledo, commission and elevation. He said that the bulletin was issued every morning giving this market

and consequently the dealer had as much information as before and could tell how the market was running by the publication of the daily trading.

A discussion of the situation followed, the principal speakers being Messrs. Paddock, Southworth, Rice, Fish, Riddle and Pollock. The secretary spoke strongly on the subject of maintenance of uniform prices, in spite of trust and restraint of trade agitation. He said that he believed there would always be a kind of call market in effect and that an exchange could not exist without this mutual understanding which comprised the basis of the "Call." He then turned the subject of discussion into the relative values of corn of same grade but new and old.

### NEW CORN VS. OLD CORN

That the intrinsic value of old corn was greater than new corn was firmly expressed by many men of experience, that is, considering old and new of the same moisture test. That this increase in value given to old corn, that it ground better, kept better, and was safer all around, was laid to the fact that the moisture is all through the new corn, while in old corn this moisture is limited to the outside of the kernel. The experience was cited of Mr. Heffner of Circleville, who ground new corn, accurately tested at only 15 per cent moisture, and after grinding it got hot. E. H. Culver of Toledo, Chief Grain Inspector, stated that the moisture of old corn ran under that of any new corn and averaged between 13.5 and 14.2 per cent. That having passed through one season of germination, it possessed intrinsic qualities which made it worth the market advance of five cents over new corn. Later he told of his interview and discussion with Dr. Duvel in which he disagreed with the doctor in that the latter believes the qualities of corn are determined by its acidity, Culver believing it is sap. He expressed an opinion that he did not believe any new corn would keep well until a good freeze-out had come and that new corn should all be kiln dried to preserve it intact.

### ESTIMATING THE DEALER'S PRICE

Mr. Fish said that the price card issued by Mr. Riddle was only an announcement, not a set agreement upon which dealers must buy their grain, but an advice. Its basis for determination of price in the future, having previously been based on "Call Market," was outlined by its publisher, who said that a various group of markets would be taken, their bids averaged and thus a representative price obtained.

Newspapers were urged to give a full publication of daily sales and cash market prices. Recordors of the Toledo papers were present and expressed the feeling that they were sure an attempt to do so would be made by the editors. Wide distribution among the country shipper would thus make it easy for them to keep in touch with the market's pulse. Mr. Beverstock of Mansfield, Ohio, felt the farmers were misled by Cash Market price publication and thought it would be better to publish prices, deducting terminal charges. This was affirmed by W. A. Easterly of Gibbonsburg.

The meeting then adjourned *sine die*.

### AN INEFFECTIVE LAW

The grain trade of Montana was successful in having passed by the last legislature a grain inspection law which provided for state grain inspectors. Five thousand dollars was appropriated for the establishment of the inspection bureau, but through some blunder the fees arising from the work of the department, instead of being available for the expense of the service, are turned back into the general fund from which they can only be released by further legislative enactment. This virtually leaves the department wholly powerless and recently the force of eight inspectors was laid off until the legislature should be again assembled and provide means for maintaining the work of the bureau.

The railroads of the state claim to have discovered another flaw in the grain inspection law which, under their interpretation, is not broad enough to



cover interstate shipments of grain, and that therefore they are not amenable in any way to the regulations of the State Grain Inspection Department. Several conferences between representatives of the railroads and the state officials were held and another was being planned when it was discovered that lack of funds made the law inoperative in any case, so nothing more will be done until the legislature has an opportunity to amend the law.

### STEEL CONSTRUCTION FOR WAGON SCALES

One of the greatest difficulties confronting dealers in bulk grains is the variance in weights at the several stations. These differences are most often the result of inaccuracies in the scales, the wagon



SHOWING CONSTRUCTION OF THE KANSAS STANDARD SCALE

scales at the country elevators being prolific sources of error.

To remedy this condition in the trade, the Kansas Grain Dealers' Association, through M. H. Starr, its chief scale inspector, is doing a serviceable work. What are known as Association Specifications, are being developed, covering the installation and design of all types of heavy duty, weighing machinery, which represent the best possible practice in scale construction.

Probably the highest development today in wagon scale construction is illustrated in the accompanying photograph, which shows a 5-ton, 8x14-foot wagon scale, framed in accordance with the standard specifications developed by the Department. It will be noted that this construction differs radically from the regular factory type.

It is designed strictly on engineering principles and gives the maximum rigidity, which is absolutely essential for continued accuracy, with the minimum of weight. This frame does away with the check rods, also with expensive cope frame, provides for an instant accessibility to all parts of the scale and is interchangeable with wood frame without the necessity of purchasing any additional parts. This design has been worked out so well, that even with the seeming amount of weight, the cost is very little more than a complete wooden frame, with the labor charge figured in. The wooden type has proved for the grain trade at least, to be an unsatisfactory scale, and users in general are turning their attention to the advantage of the steel construction. The frame herewith illustrated, shows only theoretical deflections on capacity loading, and standard scales are easily accurate to their least graduation on capacity loading, which is not true of the wooden type. The life of the scale, through a steel frame of proper design, is prolonged, owing to the fact that the rigidity of the frame does away with all working of the bearings on the knife edges which produces the greatest amount of effect. With proper painting, once a year, the scale is practically of indefinite length of service, the only attention necessary is to the knife edges.

The association does not sell these frames, it being necessary to have them fabricated at a structural mill, but the plans are drawn according to American Bridge Company's standard and can be worked over by any structural mill.

The association specifications before referred to as being developed by Mr. Starr should prove of vast importance. It is recognized that there is at present great need for such data and the plans will be very valuable.

## OUR VISITORS

### L. M. SMITH

Several noted disciples of old Izaak Walton are included in the grain trade. Not the least famous of these is L. M. Smith of the Seed Trade Reporting Bureau, Chicago. Whenever he can steal away from the cares of business his chief joy in life is to wander up and down some stream with rod and tackle.

During last summer's outing of the Indiana Grain Dealers' Association at Lake Maxinkuckee, Ind., it was his invariable custom to arise out of bed at an uncomfortably early hour in the morning, when many of his fellow visitors were just thinking about turning in, and come back with a



splendid string of fish when the first rays of the sun were peeping up over the horizon.

Since he never refers to his catch as "piscatorial beauties" or "denizens of the deep" or "sojourners of the shallows," our respect for him as a fisherman is immeasurably increased. And, though the fact seems incredible, it must be added that he never bores any of his numerous friends with interminable fish stories.

We have always had the theory that an accomplished angler has in him inherent qualities which, properly applied, make for success in other lines, and certainly our theories hold good in Mr. Smith's case. He is acquainted with all kinds of bait, and having once secured a nibble, the wariest customer seldom gets away, with the distinction, however, that the customer seems invariably satisfied, whereas the real fish, we imagine, assuming that fish have feelings, are not so well pleased. Mr. Smith's patience and perseverance, both of which were probably acquired in angling, have helped to build up a most successful business. And it speaks well for his close application that more people know about that business than are acquainted with his fishing exploits.

### CHARLES D. JONES

By no means does the accompanying picture signify that Charles D. Jones of Nashville, Tenn., is ever "up in the air." The genial and popular president of the Grain Dealers' National Association pursues a calm and equable course on *terra firma*, departing not therefrom except in point of ambition. And that ambition consists principally in furthering the interests of his association.

But who can deny that an aeroplane would be a very useful Christmas present for him? He is obliged to travel so very extensively over the country that it is reported a special chair is reserved for him on the observation platform of



nearly all limiteds, and his mileage has helped to produce dividends for many railroads near the verge of bankruptcy. In short, the president of the Grain Dealers' National Association is expected to be in so many places at one time that the President of the United States covers little more territory during the course of a year. Both as a speaker and executive, he is in great demand.

He travels light, his principal baggage consisting of the well-known Tennessee accent and innumerable anecdotes of Andrew Jackson and the Hermitage, which is said to be part of the curriculum in every Nashville school. And his smiling face and buoyant personality creates for him a welcome everywhere. Since it is his invariable custom to go home to vote and for Christmas and other special occasions, Nashville has not yet forgotten him, and often refers to the time when "one of our most distinguished citizens will be here once more."

If our advice is followed and an aeroplane secured, he can fill his position still more capably by dispensing with present means of transportation. Also to those who know his high ideals, it will be evident that he will modernize the old quotation by "hitching his aeroplane to a star."



## The New Law in Operation

Bill Bottle Flips a Coin to See Whether He is a Grain Dealer or a Warehouseman—The Coin Decides and Bill Finds Himself in Trouble—Foreman Donovan Gets Him Out of and the Grain Into a Hole

By GUIDO D. JANES

Bill Bottle was perplexed. Looking at himself in the office looking glass he did not know whether he was a grain dealer or warehouseman.

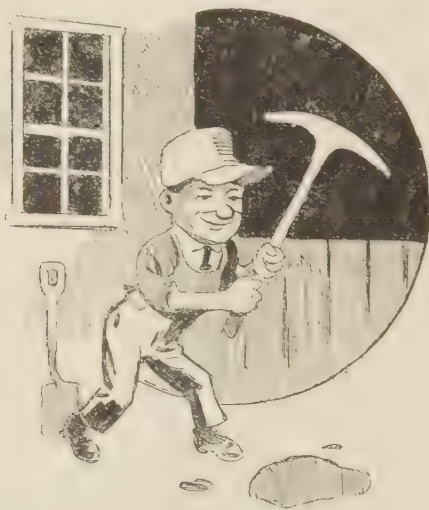
"I'll flip up a coin," he remarked. "Heads I win, tails I don't."

So procuring a dime from his pants pocket he tossed same into the air. It came down tails. He lost; he was a warehouseman. Punching a button Bill waited.

Two minutes later in came Foreman Donovan.

"Yes, sir?" he began.

"Don," began the elevator man, "I am a public utility."



DONOVAN MAKES THE HOLE

"In the same class with railroads, gas and electric companies?"

"Yes, and I can't be bad now if I want to. It is a regular business sanctification."

"In other words, then, a millennium."

"That's it. And the question is how to millennium that 1,500 bushels of wheat we have in free storage for Farmer Smith back to his farm. He refuses to take it. And if I hold it I am a public utility. Whereupon I become a rascal. I appeal to you to Moses us out of the wilderness."

The foreman laughed. "I'll do it, sir," he remarked.

"Good; but how?"

"Easy money. Leave it to me. I can do it without a cent of cost."

"Are you sober this morning, Donovan?"

"As a judge. Now don't worry. I'll do the job tonight."

So the foreman withdrew. The remainder of the day he was busy with his proposition, disclosing it to no one.

At dusk operations began. Rigging up an extension to the car loader he ran it to a point fifteen feet from the elevator. After which with a pick he dug into the earth. After an excavation of three feet was made, he beat the bottom of the said excavation until it fell out. Into this the spouting was inserted, and five minutes later Smith's wheat was leaving the elevator very rapidly.

In a few minutes the 1,500 bushels was gone, and the foreman, placing a grain dryer and gasoline stove into the motor truck, lighted the headlights and journeyed toward Smith's, six miles away. Reaching his destination, he rigged up the drier, stove, etc., near a bubbling spring, and when day dawned the 1,500 bushels was stored away in the granary.

At this point Smith himself dawned. Yes, he dawned out into the back barnyard, with much wrath, threatening with a pitchfork all the tires on

the truck, even going so far as to refuse to ask Donovan to take breakfast.

"Jump into the truck with me," laughed the foreman. "We are only complying with the state law. All of us have suddenly turned good."

"Good, gol darn ye," ejaculated the farmer, climbing into the truck. "How do you make that out? Working in the dark and haulin' back my grain. Take me to Bottle. I'll have you discharged."

So the two returned to town, reaching the elevator as Bottle did.

"It's this way," began Donovan, as the three congregated in the elevator office. "We are entering upon an era of moral rectitude. To prove it I have returned your grain, Mr. Smith. It is complying with the letter of the law."

"Letter nothin'," roared Smith. "It was a verbal contract. And I appeal to you, Mr. Bottle, to discharge this villain and take back the wheat."

"Can't, Mr. Smith. He is the only good one here. We have disobeyed the law. He has straightened out matters. I am now an elevator man; not a warehouse one. Come, let's have a drink."

The farmer weakened as he saw Bottle reach into a lower drawer of the desk and extract therefrom a flask of Bourbon.

"Good stuff," said Smith, after four swallows "How old?"

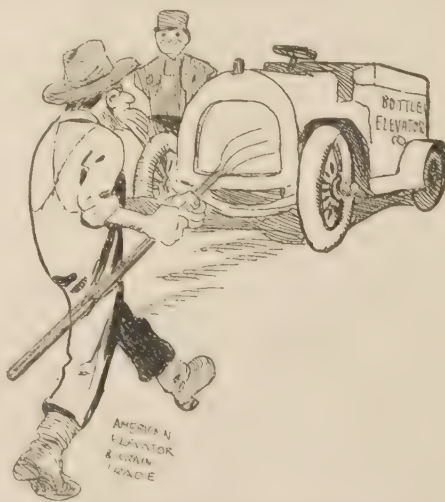
"Ten years."

"Thought so. But now since I feel better, I'll call matters square if you will kindly tell me how ye got that wheat all back in just five hours."

Bottle appealed to Donovan to explain, for he himself was just as anxious to know as the farmer.

"To make a long story short," laughed the foreman, "there is an underground river connecting the elevator with the Smith farm. I was never quite sure of it until last night. So I dumped your grain into it to prove my assertion."

"Well, I swan," ejaculated Smith. "How re-



SMITH THREATENS THE TIRES WITH A PITCHFORK

markable. Another drink, Bottle, and I guess you better not fire this fellow, he ain't so bad after all."

The National Corn Exposition to be held in Dallas, Texas, in 1914 is already arousing considerable interest. Space reservations have been made by exhibitors in the Philippine Islands, and many concessions have been granted to other sections.

The Alberta Pacific Elevator Company now owns a string of 150 elevators in the Saskatchewan and Alberta districts and has plans to further extend the chain. With these facilities not only the Oriental trade will be cared for, but large shipments of grain by the Panama Canal route can be handled.

THE NEW SECRETARY OF THE NATIONAL  
ASSOCIATION

After the conference of the Grain Dealers in Chicago on December 9, President Jones called a meeting of the Board of Directors and announced that John F. Courcier, secretary of the Association, had tendered his resignation. Mr. Courcier has filled this position for four years and leaves the office in splendid shape.

In choosing his successor, the Board were unanimous in their approval of the name of Charles Quinn of Toledo, who for over two years has been Mr. Courcier's assistant in that office.

Charles Quinn was born in Guelph, Ont., Canada, in 1871. After finishing his schooling at the Jesuit



CHARLES QUINN

New Secretary of the Grain Dealers' National Association

College in that city he went to Ottawa where he held a clerkship under the Canadian Government, until the spoils system relieved him of his position upon the election of Sir Wilfred Laurier to the premiership. He came to the United States and engaged in newspaper work, serving as financial editor and dramatic critic of the Toledo Blade for ten years. Then he went to South Dakota where he edited a paper of his own until he became connected with the Association.

The position of secretary of the Grain Dealers' National Association requires much executive ability, a capacity for detail, and a knowledge of law and practice which makes it not easy to fill, but the new secretary bids fair to satisfy all of these requirements, and with the aid of Arthur Grato, his assistant, will meet the important issues which are now before the Association, in a creditable manner.

## THE ILLINOIS PUBLIC UTILITIES LAW

On the first day of January, 1914, the new Public Utilities Law of Illinois goes into effect and thereafter if any elevator or storehouse stores grain for compensation, directly or indirectly, it is subject to all of the provisions of the law. A complete digest of the act, prepared by William R. Bach, attorney for the Illinois Grain Dealers' Association, was published in the September issue of the "American Grain Trade." Mr. Bach has recently condensed the law still further, submitting the following provisions which are applicable to elevators storing grain for compensation:

An annual accounting to the Public Utilities Commission.

Accounts subject to inspection of Commission and also to audit.

Uniform system of keeping accounts.

Private business may be inspected also.

Restricting right to issue stocks and bonds and indebtedness.

Restrictions on consolidation.

Regulations of rates, filing schedules therefor and posting same.

Discrimination prohibited.

Restriction on right to build new structures, etc.

Requiring reports of accidents happening at elevators.

It will easily be seen that the country elevator must either discontinue storing grain for com-



pensation after the law becomes effective or else practically submit its entire business affairs to the control and management of the Public Utilities Commission.

### ANNUAL DINNER OF THE WEIGHING DEPARTMENT

For the twelfth consecutive year the members and friends of the Weighing Department of the Chicago Board of Trade were the guests of Chief Weighmaster H. A. Foss, who makes the pre-holiday season memorable each year to a large gathering of friends. The Auditorium Hotel was chosen this year as the place for the festivities, and the excellence of the dinner and the service attests the happiness of the choice.

In these annual gatherings the force under the chief weighmaster are united not as employer and employes, but as friends, and a happier exhibition of loyalty, friendliness, and good fellowship it is impossible to find. To augment this spirit in the force was the purpose of the first dinner, and that it has borne fruit in added amount each year is demonstrated in the feeling of unity and co-operation throughout the weighing department, and is amply apparent in the splendid height of perfection to which the weighers have brought their work. It may be just ordinary routine for the most part, but the *esprit de corps* of the department is so high that no detail is slighted, no burden shirked—all for the honor of the department and the chief.

To witness this spirit is to know the man back of it, and none of the verbal bouquets that were handed to Mr. Foss during the evening were over-scented, nor fell upon unappreciative ears. Everyone of the 300 or more guests of the evening silently reiterated every such address.

Among the guests of the evening, more prominently associated with the grain interests, were the following: Edward Andrew, William Andrew, James Agar, James Bradley, B. H. Bevis, C. W. Buckley, Walter Blowney, W. S. and A. V. Booth, Geo. T. Burmeister, John E. Bacon, A. E. Cross, T. E. Cunningham, Caleb H. Canby, Geo. W. Cole, E. J. Chronister, C. W. Dexter, O. E. Flint, M. H. and Jud. Foss, Judge F. L. Fake, Leslie F. Gates, Adolph Gerstenberg, W. L. Gregson, H. A. Hillmer, Freeport; W. M. Hopkins, Jas. Hoffman, W. S. Jackson, Robert Kettles, George LeBeau, D. S. Lasier, Chester A. Legg, T. R. Lamp, George D. Montellus, Piper City; Lee G. Metcalf, Illiopolis; J. C. F. Merrill, Geo. H. Miller, Wm. Mabbs, E. G. Osman, Richard Pride, Ralph Pickell, H. D. Richeson, Fred G. Roberts, James Ryan, F. B. Rice, Paul Rainier, Al. Smith, W. L. Shellabarger, Decatur; Sam H. Smith, Jas. Simons, Jas. Snyder, Sam Scotton, Hiram N. Sager, A. E. Schuyler, F. L. Schuyler, S. S. Tanner, Minier; C. S. Taylor, Kankakee; Lyman West, F. E. White, H. C. Avery, J. G. Stelle, I. E. Wright, John Sherer, R. J. Henderson, Wm. J. Dwyer, Charles H. Miller and John Marack.

After the cigars were lighted, Mr. Foss started the formal program by briefly outlining the purpose and the history of these annual dinners. He spoke feelingly of the loyalty of the men in the department and of the ready aid which the Board of Trade members, particularly the weighing committee with which he was more closely associated, were always ready to give, and voiced a hearty welcome and good cheer to every guest.

The first speaker on the program was Walter Felt. He was introduced by Mr. Foss in a few well chosen words, and responded with an address on "The Functions of an Efficient Grain Weighing Bureau." The address was listened to with the closest attention, and the speaker must have felt well repaid and gratified at its cordial reception.

Mr. Felt said in part:

Scales of various types and patterns for weighing commodities of different kinds were a necessary factor of the earliest civilization, and in their simpler forms were universally used even in the days of the old Roman Empire, and yet, scales for weighing grain in bulk are of comparatively recent origin. Perhaps there are grain men here tonight whose fathers, as grain dealers, dealt extensively in grain on the basis of the uncertain and unsatisfactory measure standard. Even in this era of modern weighing equipment, hay in bulk

and ear corn are sometimes bought and sold by measurement. As to the reliability of any measure standard, I am reminded of a question I once asked a country boy buyer. I said to him, "How do you figure amount of hay in a stack of certain dimensions?" And he answered, "Well, that depends: are you buying or selling?"

It may be that some of you do not know that our present grain measure standard is the product of an Englishman named Winchester, and was first standardized by the government of England some hundreds of years ago. For want of a better standard, the Winchester bushel was also adopted by the government of our United States for the guidance of its people. It is true that the weights of corn, of good quality, can be determined with reasonable accuracy, by use of this measure standard, but the Winchester, or the United States standard bushel, for determining quantities of other grains, such as 60 pounds of wheat, 32 pounds of oats, or 48 pounds of barley cannot be relied upon and is very inaccurate. As corn is an American product, I often wonder what kind of grain our English ancestors could have used in determining the cubical contents of their measure standard. Of course, I fully realize that our English friend, Winchester, was up against a real problem in determining such cubical contents for the specific gravity of grain is constantly varying. Moisture, pressure and quality, which are not constant quantities, even in a single lot of grain, make a measure standard unreliable when checked by

tween buyers and sellers of grain and seed, as the Board of Trade's charter granted that organization the right to maintain weight supervision. It was not until years afterward, however, that the Board of Trade saw fit to institute such service, and it has only been within the last two decades that the Board's grain weighing supervision has been extended to cover the inbound and outbound grain movement at all of Chicago's elevators and industries. Perhaps some of the boys of the weighing department do not know that the Board of Trade maintains two weighing departments, one for grain, and the other for meat products, although I know little or nothing as to the practices and operations of the latter bureau.

As the grain trade knows, Chicago was the first market to inaugurate and maintain an effective grain weighing service. In fact, the organizations of weighing and the systems in vogue at practically all of the larger terminals were copied after the weighing department of the Chicago Board of Trade. And it was quite natural, too, that Chicago (the grain market which is the best year in and year out), which gives the largest net returns to the producer, and gives the largest selection and best facilities to the buyer, because she can handle, sell and forward grain with the least labor, handle it in unlimited quantities, receive it with least expense, save it, store it, and ship it out to the best markets at the lowest rates, should be the pioneer in the good weight movement. In this connection I would call attention to the fact that Chicago was first to introduce



SOME POPULAR WEIGH MEN HEARD AT THE BANQUET

Reading from Left to Right, Top Row—J. M. Link, W. I. Saunders, A. W. Taylor. Bottom Row—W. E. Felt, D. L. Boden, G. W. Jeffries.

weighing. Then again, I feel that this practice of guessing at the amounts of grain loaded by shippers causes more or less estrangement between buyers, sellers, terminal weighmasters and carriers, and therefore, should not be encouraged.

While discussing the unreliability of estimated weights, it would not be amiss to refer also to the deviations in the laws of weights and measures. There is great diversity and conflict in the laws of the various states in reference to weights and measures, thus often causing much confusion and ill feeling among the commercial men of different states. For example, take malt. The laws of the United States demand 34 pounds of this commodity for each bushel, while the laws of Illinois call for 33 pounds, of Indiana 35 pounds, of Kansas 32 pounds, and of Nebraska 30 pounds. Again, in some states special bushel measures have been legalized for certain products differing greatly in capacity from the measures of other states for the same products. A ton of coal in some states weighs 2,000 pounds, and in others 2,240 pounds.

I can find no record to indicate the date that the measure standard was generally discarded for the weighing machine. The picture and accompanying description of the loading of the first cargo aboard the brig Osceola, the first boat to carry bulk grain from Chicago, which was loaded in the year 1839, which are in possession of the Chicago Historical Society, would suggest that, perhaps, this cargo was measured instead of being weighed, for they show that the grain was run through the outside elevator or dock spout into boxes holding four bushels, and then carried and dumped into the hold of that little sailing craft.

Mr. Foss, in one of his interesting illustrated addresses, displayed a replica of Chicago's first hopper scale, but he failed to mention the date it was installed and used. In any event, as to any organized weighing department, I am safe in saying that there were none in Chicago at the time.

The Board of Trade of the City of Chicago received its charter from the state in the year eighteen hundred and fifty. The organizers of this progressive commercial institution must have been aware of the need for a department of weights as a medium of settlement be-

and adopt the car picture method of reporting grain leakage evidence, which has been copied by weighing departments and railroads everywhere; it was first to inaugurate a campaign of education among railroads and shippers on the important question of car equipment, and how shortages can be prevented; it was first to inaugurate its own scale inspection service; it was first to make war on the pernicious after sweeping practices, authorized and unauthorized; it was first to inaugurate an effective policing service; it was first to see the injustice of, and to eliminate weight dockage tolerations; it was first to recognize the fact that a weight certificate certifying to the accuracy of the weight of grain to and from car or water craft is misleading unless the weighing department's supervision covers the car, its condition and seals, and the unloading and loading of the grain as well as the weighing; it was first to secure the co-operation of the terminal elevator man, the carrier and the shipper in eliminating causes conducive to loss, waste, neglect and inaccuracy. And in doing all these things the Chicago Board of Trade's weighing organization, under the guidance of Mr. Foss, was merely performing "The Functions of an Efficient Grain Weighing Bureau."

I need not tell you that we are proud of Chicago; proud of our Board of Trade, the greatest commercial exchange in the world; proud of our fearless, fair minded, big hearted weighmaster, and proud of the department he has so ably managed during the past fifteen years.

When Mr. Foss arose to announce the next number he was interrupted by G. W. Jeffries, who asked permission to bring a little matter of business before the meeting. Mr. Foss stated that this wasn't a business meeting, but that the boys would probably be willing to take a chance, whereupon Mr. Jeffries proposed a set of rules for the conduct of members of the department, including the chief. These rules were very comprehensive and revealed the fact, as Mr. Foss afterward stated, "When one



became a member of the weighing department, he had no private life." The rules provoked great mirth, and are well worth reproduction, but for our limited space.

Music had a prominent place on the program, and singers and instrumentalists, both soloists and clubs, acquitted themselves well.

William Saunders showed his sympathetic heart by presenting to Charlie Peterson, to replace a troublesome motorcycle, a highly decorative pair of roller skates. This was done through the medium of a poem in which the troubles of the road to cyclists were cited, the objectionable features of the motorcycle were pointed out, and the virtues of skates (roller skates) were extolled.

That Mr. Saunders' effort was keenly appreciated was shown in a presentation of which he was made the recipient. Duncan Boden, to show that the genius of Burns still burned within the Scottish breast, also used poetry in which to convey his sentiments along with the gift, which consisted of a blow gun, a large pair of bellows on which was mounted a cross between an auto horn and Gabriel's trumpet.

If Mr. Boden had an idea that this presentation was the last for the evening he was agreeably disappointed when Mr. Taylor, in full Scottish Highland regalia, after an eloquent address, in which the virtues of the Scotch in general and Duncan Boden in particular were cited, gave him a bagpipe through which his Scottish soul could find expression. The gifts were all surprises to the recipients and were greatly appreciated by the audience, at least.

Edward Andrew, president of the Board of Trade, paid a splendid tribute to the weighing department and its head, in a brief speech, which represented the official and private opinions of the members of the Board.

Mr. Foss then called upon S. S. Tanner, former grain dealer and president of the Illinois Grain Dealers' Association, who responded in a happy vein in which humor and earnestness were both conspicuous. His fund of anecdote, illustrating points of serious eulogy, and his parting tribute in which he stated that the down-state dealers were all convinced that Gus Foss couldn't go wrong, were well received.

The closing address of the evening was made by Mr. M. W. Walters of the legal profession, who left a pleasing and appropriate impression for the whole entertainment. He spoke of loyalty and honesty as the essential elements of success in any organization, and showed how the weighing department had brought its standard to a near approach to the ideal by their observance of these attributes.

## A NEW OWNERSHIP LAW IN OREGON

According to the terms of a new law passed in the last session of the Oregon Legislature, it becomes necessary for all unincorporated businesses to file the names of those owners or part owners whose names do not appear in the ordinary title of the firm. This law was aimed to protect merchants who sell to unincorporated firms which, formerly, could change ownership over night, with also a possible change in the financial credit of the concern. Credit men will be materially assisted by these filed reports and many questionable practices involved in the transfer of stock will be done away with. The law provides for arrest and fine of violators, and one firm has already been made the subject of a civil complaint.

Lacking any official records of such firms, it was the custom to leave to the judgment of salesmen the responsibility of the firm to whom they sold. It was impossible to judge in all cases the financial condition of the firm which placed the order, and lacking any means of determining the ownership, the selling concern was at the mercy of schemers who unscrupulously transferred their interest in a concern to avoid responsibility of payment. Under the present law every business, whether incorporated or not, can be under the scrutiny of credit men so that guess work can be largely eliminated.

## Conference on Federal Grain Supervision

Legislative Committee of Grain Dealers' National Association Seeks Advice on Proposed Bill—Six Propositions Submitted—Goemann and Merrill Proposals Receive Chief Consideration—Features Wide Apart—Left in Hands of Committee Without Instructions

A conference of the Executive Committee and members of the Grain Dealers' National Association was called by President Jones to meet in Chicago, December 8, for the purpose of outlining to the Legislative Committee the views of the trade in regard to the proposed legislation, controlling and regulating the inspection of the grain grades as promulgated by the Department of Agriculture at Washington.

### PRESIDENT JONES DEFINES SCOPE

The meeting was held in the Red Room of the Hotel LaSalle and was largely attended. President Jones opened the meeting at 10 o'clock of the appointed morning and said, in part:

Gentlemen, you have met here today in pursuance to a call to discuss one of the most important things that the grain men of the country have ever had to face.



A. E. REYNOLDS  
Chairman Legislative Committee

It is important because it vitally affects the very rudiments of our business; and it is important because it is necessary to take some action before other principles are forced on us that would be disastrous. To those of you who may not have read the invitation carefully enough, I want to call your particular attention to the one point that we are invited here to discuss, and that is the method of supervising the rules covering grain grades recently promulgated and soon to be officially adopted by the government, the law to supervise those rules. . . . The Grain Dealers' National Association is on record, by resolution at conventions on more than one occasion, as being opposed to the Federal inspection of grain. The Association is also on record as being in favor of Federal supervision of grain, and at the New Orleans convention our Legislative Committee was instructed to draft a law that could cover the supervision of these grain rules and endeavor to have such a law passed.

The Association did not feel that the instructions were broad enough to enable its officers to proceed under that resolution. For fear that we might have a law passed that would not meet with the approval of the general membership of the Association, and that we may not in the future be accused of using our office contrary to the wishes of the members, this conference was called that you might instruct the officers and the Legislative Committee of the Association as to what you think we should have in the way of federal supervision.

The one question involved is the method of supervision, and it will facilitate time, at least, if we will, as nearly as possible, cling to the subject embraced in the invitation.

Answering a question put by J. W. McCord, H. S. Grimes, member, and A. E. Reynolds, chairman of the Legislative Committee, stated that it was not desired by the committee that a bill be prepared, as that could only be done after conference with the

authorities at Washington, but that the committee did want an expression of opinion from the trade, and then that they be left with a certain amount of freedom so that their hands should not be tied when it came to actually drawing up the bill. George A. Wells, also a member of the committee, then read extracts from the bill which authorized the fixing of grain grades by the government and outlined the three possible ways for the administration of the grain trade law, by Federal inspection, by Federal supervision, or under the Food and Drugs Act. He suggested that it might be advisable to amend the act now in force rather than to try to pass an entirely new bill.

### C. A. MAGNUSON PREDICTS FEDERAL INSPECTION

After some discussion, during which President Jones further clarified the situation, C. A. Magnuson, of Minneapolis, in a short address gave the first definite plan of action that had been suggested. In this plan he advocated supervision by the Government, but warned that supervision necessarily carried with it the power of inspection, the power of judging inspections made by the state or the chamber of commerce. He said in part:

As a matter of suggestion, I would say that every inspection terminal—every inspection department at a terminal—have a court of last appeal. In Minnesota that happens to be a board appointed by the governor, which is called the Board of Appeals, and that is the court of last resort. Now, then, the question is, do you want a court of last resort, and then another court of last resort behind that, which would be the federal government? Or, when this law is drafted, is it not possible for the Legislative Committee, if it finds that it is necessary to do so, to have as a court of last resort a board of appeals appointed by the government to take the place of the present Board of Appeals, in the case of Minnesota, appointed by the governor? I am free to confess that, personally, I can see but one thing as a conclusion to this whole matter.

If we concede that the Federal government shall have supervision—which means control of the inspection—we are going to get, gentlemen, just as sure as you live and the sun continues to rise in the east, federal inspection, when they get through, not only on corn but on all other grain, unless we can find some way of having federal government take the same recognition over inspection that they do over weights and measures—simply by a standardization which is adopted by all states and conforming with the standardization of the Federal government.

### THE ST. LOUIS RESOLUTION

John L. Messmore, president of the St. Louis Merchants' Exchange, presented a resolution which had been passed by the St. Louis Grain Club as follows:

It is the sense of the St. Louis Grain Club that the Federal government, in its proposed supervision over corn grading, should establish laboratories at all grain centers where state or board of trade inspection now prevails, such laboratories to review the inspection of corn at said points upon application of either the buyer or the seller, and to issue to such applicant a certificate which will be in accordance with its findings.

Once issued, this certificate should be final and carry the car of corn to its unloading point, regardless of any deterioration that may take place while the car is in transit. In other words, the proposed legislation should be so explicit that the liability of the seller of corn ceases with the furnishing of a certificate of a Federal supervisor, which certificates, of course, must be in accord with the grade sold.

Mr. Reynolds made objection to one implied proposition in the St. Louis resolution: that the supervisor should have the issuing of the certificates. In presenting the objection he said, in part:

Inspection should be carried on just as it is now. But for all interstate grain the rules of inspection, the requirements, should be those established by the government. . . . One thing we all agree on, that the certificate is final as between buyer and seller. The seller gets a certificate from his department and ships the grain, and that must be final. But suppose the grain gets to the other end and the buyer says it is not up to government standard? You cannot change it, but it is a case for investigation by the supervisor to find out whether it is the habit or rule of that ex-



change to allow grain to go out below standard. That is where the supervisor comes in. Suppose it is repeated, and he calls attention to it a number of times? The penalty must be finally that they either dismiss the inspectors or they stop that Exchange inspecting grain.

#### KANSAS CITY PRESENTS ITS VIEWS

George A. Aylsworth, of Kansas City, Mo., in a speech of some length, reviewed the work that the Department of Agriculture had already done, and called attention to what it was bound to do in the future with other grains than corn. He spoke of the rights of the state in intrastate business and warned that the government must not attempt to dictate in this business, and then presented the matter as it had been considered by his board of trade, as follows:

Our suggestion is that they can only do it in one way, and that is by supervision of the individual. Instead of the supervision of the corn or the inspection. And to make a long story short and make the suggestion clear, I will put it in this way: If the government were to establish and announce these grades which are now to be put into execution or into operation under the Pure Food Law, we would be up against all kinds of trouble. What we want to get away from is the possible penalties that will be attached under the present law if we make a mistake in grading. Those penalties are rather severe, and they are not merely commercial penalties or a punishment by refund or adjustment. It is a question of having violated a law that gets you into trouble in another way.

#### Inspectors to be Licensed.

We suggest that a law be passed whereby the inspection departments that are now recognized be continued; that the individuals making up those inspection departments, if they inspect grain that goes into interstate traffic, be licensed by the government; or, in other words, that they be men who will pass a certain examination and be capable of inspecting grain that goes into interstate traffic. So that it will be possible for us, even with our dual system in Kansas City, where we have the Kansas City Board of Trade Inspection Department, that inspects grain on the Kansas side of the river at our market, and the state department, that inspects grain on the Missouri side of the river—that if their employees or their inspectors inspect any grain that goes into interstate traffic, that an inspection certificate must be issued by a man who is licensed by the government to issue that certificate. And that, instead of having an inspection department, as they have in the meat business, whereby they have as high as forty inspectors in one packing house in Kansas City, and the system is a burden, we would have our own inspection departments, which you recognize right now are more efficient and have been made more efficient in the last four years than they ever were made in the history of the trade, you will have a mere watch-dog to watch your inspector. If a man is proven incapable, his license can be revoked; and when a certificate is issued by a man who is licensed by the government to issue that certificate, it is final. And if they happen to find it varies a half of one per cent in moisture test, it is not necessary for the man that shipped it to be hauled up on the carpet for violating the Pure Food Law in misprinting his grain label. And if you continue your rules and your system whereby the departments are maintained as they are now, giving the greatest degree of efficiency that you can, and you make your law in such a way that only the grades on which the government has or will establish its standards are the grains on which the government inspector is required to issue his certificate, it will only apply, to start with, on corn. The government will continue to maintain its offices and bureaus and departments as they are now.

#### Supervision of Men, Not of Grades.

In Kansas City, St. Louis, Chicago, Minneapolis, Omaha, and possibly a good many markets that are smaller than those, just the same as the secret service man works, they can go out and check up the work of our department. They don't know when the inspector or government man may go out and inspect a line of corn on a certain track and check it up. They don't know what minute their license may be revoked. In other words, there is the added reason why every inspector in every department in the country should strive to be more efficient, and a reason why every state department and why every board of trade should co-operate and see that their men are maintaining only that degree of efficiency. It would be just simply a case where we are all responsible and where we would be building up our department, we would be collecting our own fees to maintain them, and continue to handle them as we do now, excepting that we would realize that if we fell below the standard that our department would come into disrepute nationally, or possibly internationally, and in that way we would continue to co-operate with the standardization bureau as we are doing now, only to a greater degree in helping to establish new standards and in working along to improve what standards we already have.

Mr. Grimes then read a resolution which had been introduced at the New Orleans convention, but

had been withdrawn without having been put to a vote.

Mr. Wells pointed out the importance of having the law govern the grain that comes from the country stations to consuming points without going through a terminal market.

Mr. Magee, after approving of Mr. Wells' suggestion, to get the matter regularly before the meeting, moved the adoption of the resolution. H. L. Goemann, of Toledo, and L. W. Forbell, of New York, objected to the motion being put as not all the grain dealers who expected to attend the conference had yet arrived, and it was suggested that the matter be put over until the afternoon session and that, in the meantime, mimeograph copies of the resolution be struck off. President Jones refused to have this done, as it would seem to favor this resolution over the excellent verbal suggestions that had been made by others.

James L. King, of Philadelphia, moved that the members of the North American Export Grain Association, in conference at the Board of Trade, be invited to attend the meetings. This was car-



HENRY L. GOEMANN  
Toledo, Ohio

ried unanimously, and the meeting was adjourned until two o'clock in the afternoon.

#### MONDAY AFTERNOON SESSION

At the appointed hour, or a little after, President Jones recalled the conference to order, and the New Orleans resolution and the resolution of the St. Louis Grain Club were read for the benefit of those who were not present in the morning.

#### THE MUCH-DISCUSS GOEMANN LETTER

H. L. Goemann then read an outline of his idea as to the course the procedure should take, which was embodied in a letter he had previously written to the president of the Toledo Exchange. The letter was as follows:

Confirming my talk with you on Saturday last regarding the hearing to be held in Washington on Wednesday next on the matter of new corn grades, I believe that those grades are all right provided we can get uniform inspection. Unless we can get uniform inspection, however, I believe that the moisture percents as recommended by the government are too close together, for the reason that under the practices of the inspection departments now in force in the different sections of the country, while the phraseology is uniform, the inspection is not uniform, in fact. This applies not only to corn but to all other grains, and some arrangement must be made whereby the inspectors at all markets will grade alike. With the jealousy existing between the different markets and the differences of opinion among the grain committees, as well as among inspectors, such an arrangement does not seem possible under the present system.

#### Government Commission Advocated.

It seems to me that the way to get uniformity of inspection and just grading is to have a government commission under the jurisdiction of the Secretary of Agriculture, and by requiring that all grain inspectors who grade interstate grain be compelled to pass an

examination as to their ability to judge grain correctly—especially as to soundness, this latter requirement being especially necessary because so few inspectors are able to test grain by smell, and they therefore pass as graded grain a great deal that is unsound.

The inspectors should also stand examinations on uniform methods of using the moisture tester and of obtaining test weights with a metal tester, etc. The inspectors passing such examinations successfully to be allowed to continue the inspection of grain under the rules and regulations of boards of trade and chambers of commerce and state departments, as at present. Under this system, I believe we would get uniform and satisfactory inspection, as all inspectors would be compelled to pass an examination based upon standard rules.

#### Examination for Boards of Appeal.

As in every market there is an appeal committee, under the rules of the board of trade or chamber of commerce or under the State Board of Inspection, I believe that all members of such committees should be required to pass an examination similar to that passed by the inspectors, and in this way the system would be complete.

In addition to the above, all persons issuing statements or certificates which are to be accepted as such to the moisture content of any shipments of corn, or which in any way certify to the grades of grain covered by such statement or certificate, should also be compelled to pass examination before this Government Board. In this way, no person will be allowed to make an official statement unless licensed to do so. It seems to me that the above recommendations would carry out more fully the matter of uniformity and also permit of appeal to the regular Appeal Committee more easily than by having Government Boards stationed at different sections of the country.

It is absolutely necessary to have uniformity of grades, for if the Pure Food Department is to have authority to seize grain not graded in accordance with the rules, you can readily see to what risks the dealer is subjected.

#### MR. GOEMANN EXPLAINS HIS POSITION

Mr. Goemann then spoke at some length, explaining his position as outlined in the letter, and in answer to many questions that were asked him from time to time during the discussion. He said in part:

Now, this is a copy of a letter I wrote to our Board, which they endorsed. I also presented it to Secretary Houston at a conference in Washington. It seems to me that this is the feasible plan to start from. You have your boards of trade and state inspection departments as at present. In having these men licensed they therefore have to pass a certain standard, and naturally their inspection will be uniform, and you therefore condense everything under a uniform head, the state head, in intrastate shipments as well as interstate shipments, and you avoid that friction which would come with two sets of officers, one of the government and one of the state, in the same market. And naturally the state inspector, having passed an examination under government rules and regulations, and his ideas fixed by their standards, will naturally grade also the intrastate shipments in the same manner as he would the interstate shipments. Therefore, you would at once make him a convert to your grades, especially as nearly all state organizations have adopted the Grain Dealers' National Association grades of grain.

#### All Grains and All Markets Involved.

I am speaking of only your grades of grain, because I think it is only a question of time when the government will also take them. Therefore, we should look ahead, bearing in mind that they will very likely take up the other grades as well later on, and fix these standards to govern our shipments of intrastate traffic.

Then, too, it takes care of the small points—the point that does not handle the seven million bushels of grain that the New Orleans resolutions read here a moment ago proposed. Any point that is a transfer point that handles a million or two million bushels of grain, in that point the inspector can be licensed and come under the same rules and regulations. And with this inspection board in Washington they will very likely have traveling supervisors and will see to it that all those points are carrying out in uniformity the plan that is adopted.

So I think this really would not disturb the conditions as they now exist. We would continue the way we are now, with a quick appeal, and no long red-tape system.

#### Certificates Would be Official.

Of course, it would also be understood that these certificates are official. If it were sold upon Chicago weights and grades, Illinois state weights, Missouri, Kansas or Minnesota, or any exchange or chamber of commerce, naturally those certificates, being authorized through this government board, the certificate would naturally be official, and to that extent cover both.

If your country shipment was sold upon the grade, then it would have to be graded at some point through one of these licensed inspectors; but if it could not pass through there, then you could not sell it upon grade, but would have to sell it by sample, and the buyer at



that country point would have to accept it that way. In reality, today nearly all these shipments can be stopped somewhere for inspection, and you could have your shipment stopped at some intermediate point in the route to get that licensed inspection.

My plan suggests a commission having authority from the Secretary of Agriculture, and this Board of Supervisors will delegate any deputy that they may want. I think this would come, but the Appeal Board of these markets would still continue as they are today. It is just as necessary that the Appeal Board of the Boards of Trade or the State Departments be under the same license feature that the inspector is, because if they were not they could not judge the appeals practically. The Governor of Illinois delegates a certain board to take up the appeals; he doesn't do it in person; it is something that this commission does. The Secretary of Agriculture appoints this board, just the same as the Appeal Board of Illinois is appointed by the Governor. Then this board makes the final test.

The commissions are formed by the Governor under the authority of law, these that we are now talking about. The delegate of the Secretary of Agriculture would be the final arbiter in the question of grain grading, but then he would naturally appoint a board, just as he has appointed the different boards which now exist under the Secretary of Agriculture to consider the appeals in all the different things that come up. Then they would attend to the grain end of it, just the same as the different boards now attend to the different foods. It would be a special board, in other words, under the official action and control of the Secretary himself. You go down to Washington now and try to see the Secretary in regard to any article now regulated, and you will find that it is committed to two or three forming a commission. That is the same arrangement that we would have with this grain proposition.

#### FEDERAL INSPECTION ADVOCATED

After considerable more discussion, in which detailed points were brought up and explained by Mr. Goemann, C. B. Pierce of Chicago, speaking for himself and not representing the Board of Trade, presented the following plan:

We submit that the investigations and discussions of the subject in question have very clearly developed the fact that what is wanted is a grading of grain sufficiently scientific and accurate to enable buyers, more or less remote from the districts of production, to secure their purchases of grain and know that the certificate on which they buy it will justly be in accordance with the description of the grain, as outlined in the rules of the Inspection Department or bureau that issues the certificate. It must be clear to any thinking person that it is not a question of purity nor of misbranding, in the sense in which these words are used in connection with the Food and Drug Act, for grain its natural state, as it comes from the farm, and which has not been subjected to any artificial chemical process, cannot be considered impure, and the term "misbranded," as used in the Food and Drug Act, has to do with a label placed on an article prepared for food, which label contains statements which tend to deception as regards the matter or material from which the article is made up or manufactured.

What, then, to be desired is a Federal law providing for Federal supervision or inspection of grain. In our judgment, everything that it is desired to accomplish can be accomplished by the establishment by the Government of a bureau of grain inspection, which bureau shall establish a government inspection office at all the principal interior markets where grain is accumulated in a large way for distribution, and at any other places where Federal inspection may be desired and where at the same time the revenues would be sufficient to support the office; with a sufficiently large corps of competent inspectors to examine and issue certificates for any lots of grain that may be tendered to them for that purpose. This will furnish the opportunity that is desired by many buyers of grain to secure grain that will be inspected by the highest constituted authority, and at the same time it will not interfere with the business of those who may prefer to buy and sell, as is the case today, on the inspection of the various state and other official inspection departments. Every interest will be served that wishes to be served, and the Government will be relieved of the necessity of incurring any unnecessary expense that may otherwise be incurred. In our opinion, such a law would tremendously facilitate the operation of the grain business throughout the country, and in no way impede it.

George Aylsworth spoke in behalf of the Goemann proposal, pointing out that the only supervision there would be was the supervision of the individual; that the members of the Commission should not be appealed to on any specific grain of any special car or cargo; that the final appeal board be the same as it is today. If any of the state or boards of trade inspectors show, after careful watching, that they are incompetent to properly grade grain, their licenses will be revoked, but the claim stands. He then offered the following resolution:

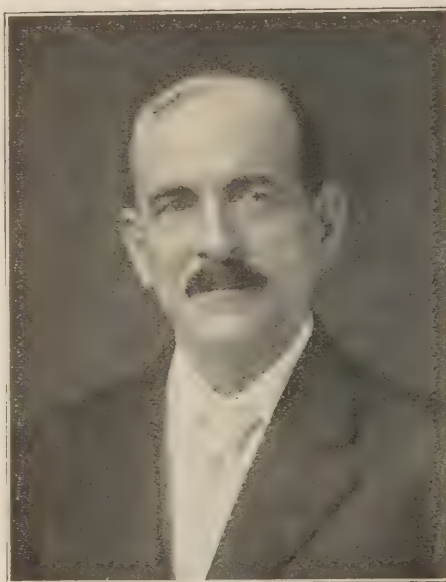
It is the sense of this meeting that our Committee on

Legislation be authorized to draw up and work for a bill in Congress that will give us supervision of inspection departments and inspectors of grain, insofar as those inspection departments are inspecting grain on which standards have been established by the Government, with the idea that the inspectors and appeal boards and everyone who has authority to issue certificates for grain that goes into interstate commerce must be licensed by the Government so to do.

Further, that it be a part and parcel of this bill that the Government is empowered to investigate, to co-operate with all of the departments or inspectors, and that they have the power alone to revoke such license.

This resolution was seconded by Mr. Forbell, and after considerable discussion upon all the points that had been brought out, J. C. Magee moved that a committee of five, consisting of Mr. Goemann, Mr. Pierce, Mr. Aylsworth, Mr. Grimes and Mr. Forbell, be appointed, to take all of the proposals which had been submitted, and from them draw up a new proposal incorporating the best features of all.

This motion was seconded, and after discussion was carried, the committee being instructed to report back within one hour. When this time had



J. C. F. MERRILL  
Secretary Chicago Board of Trade

about expired, it was announced that the meeting would be adjourned until 9:30 Tuesday morning.

#### TUESDAY MORNING SESSION

When the meeting was called to order shortly after the appointed time on Tuesday, the committee, appointed the evening before, made the following report:

We recommend the passage of a Federal law establishing a Government Commission under the jurisdiction of the Secretary of Agriculture, which Commission shall be empowered to grant licenses to all grain inspectors who may be employed by recognized Inspection Departments to grade grain that has been or will be standardized by the Government that goes into interstate commerce.

Inspectors so licensed must be compelled to pass an examination by the Commission as to their ability to judge grain correctly according to the standards established by the U. S. Department of Agriculture.

As in every market there is an appeal committee under the rules of the board of trade or chamber of commerce or state law, all members of such committees shall be required to pass the same examination as that passed by inspectors. This, then, would compel the correct grading of the grain in accordance with the rules and regulations of the boards of trade, chambers of commerce or State Inspection Departments.

All persons issuing statements or certificates which are to be accepted as certifying to the moisture contents of any shipments of grain, or which in any way certify to the grade of grain covered by such statement or certificate, shall also be compelled to pass such examination and be licensed accordingly.

All certificates of inspection of grain shipped in interstate commerce must bear the signature of a Government licensed inspector, and such certificates shall be accepted as final.

The Commission shall have the power at any and all times to revoke the license of any inspector or member of an appeal committee that may be, in their opinion, incompetent.

After it was moved and seconded that the report be adopted, E. H. Culver of Toledo objected that

it was not specified what kind of an examination the inspectors would have to stand, and stated that he doubted if five inspectors in the country were qualified to pass a chemical examination for testing grain.

Mr. Reynolds insisted that there should be nothing in the resolution requiring all grain that went into interstate commerce to be inspected, and Mr. Goemann assured him that there was not. Mr. Wayne led a long discussion on the point that a country shipper, shipping grain to another state on his own inspection, if the grade were specified in the contract, would have to be a licensed inspector. This brought up the question of private contract, and there was much discussion upon this point. On the suggestion of Mr. Forbell, copies of the report were made and handed to all present.

#### REAL SUPERVISION PROPOSED

While this was being done, J. C. F. Merrill of Chicago proposed an entirely new proposition, which was listened to with the greatest interest. Mr. Merrill said:

Mr. President, being on my feet, I thought I would better try and take up a little time while we are waiting. We begin considering this question at the point, it seems to me, at least, of the determination of the Government to extend its hand over the grading of the grain that shall pass in interstate commerce. The determination of the Government is so pronounced, and they have been laboring along that line so long—some seven years now that they have been working on corn—that it is useless to deny the fact that they intend to take jurisdiction. I think we might as well front the situation and adapt ourselves to that situation, and the sooner we do it the less time we shall waste in that way.

For two years they have possessed the right to establish these grades and put them into effect. The last appropriation bill making an appropriation for the work carried that right to the government, and they could have promulgated corn under that right, and the Government could have promulgated corn grades two years ago and enforced them, if they wanted to do so. And it undoubtedly will have the same right in the next appropriation bill. So the right to do this thing is a thing of the past, and there is no hope of our side-tracking any action of that kind on the part of the Government.

#### Weak Points in Former Bills.

We have fought, as Mr. Reynolds has told you, Federal inspection because of some of its inconsistencies. That bill provided that no car crossing a state line should be unloaded, under very severe penalties for violation, until the nearest Federal inspector—and he might be 150 miles away—should be summoned to grade it. That was a rank inconsistency. That, of course, might have been eliminated and the bill adopted.

Then the intrastate feature—the inability of the Government to extend its hand of authority over business wholly within a state—was the next and in my judgment the most potent and controlling influence in letting the bill down. And it is a question which confronts us now, in supervision, just as much as it fronts us in Federal inspection, and we must not lose sight of that fact, and anything that we propose or advocate for the consideration of the Government should take cognizance of that factor, because it is a very important one. We all know that the Government cannot come into a state and have anything to say about the grading of grain so long as it is wholly in intrastate movement. And in this great corn-producing state of Illinois, the greatest surplus corn-producing state in the Union, with its market at Chicago—its market at Chicago and East St. Louis—there are millions and millions of it that never pass beyond the confines of the state. That must be looked after, and the Federal authority can never touch it. The state authority, under the constitution here, the people themselves, could not invite that authority. So that was another objection to Federal inspection, and in considering this question of supervision we must also remember that. Now, there are three very important things in supervision. One is the appointment of the supervisors, and they should be supervisors only, not inspectors, else we have Federal inspection in disguise, and that we do not want, because that means double inspection. If we had Federal inspection—to revert to that a moment—then we would have to have here in Illinois, as we have here in Illinois under our state law, a state inspection without which we could not operate our public elevators, in which there are many millions of grain now. We could not operate them under Federal inspection, so we would have the two, and we would have a conflict. So we only want supervision.

#### Simplicity the Keynote.

Now, then, we have first the question of the appointment of the supervisors. How shall that be accomplished in a simple, practical and forceful way?

Then we have, as the second desideratum, a bringing through this supervision of all existing inspection authority to exactly the same level.

We have found—those of us who have had some



experience in dealing with local inspection authority—that the very greatest obstacle to anything like a satisfactory and uniform administration in the large markets such as Chicago—we have found the very greatest obstacle to be the getting of a considerable number of men—there are thirty or forty here—to apply the same rules in the same grades in the same way. And whereas we had track inspection for many years, the movement which resulted in room inspection was to overcome this variation in the application of the rule by different men to the same grain. We had every day down on the board from different roads a variation of as much as a grade. For instance, much corn that should have been 4 would be graded 3 on some roads, and some that was 2 would be graded 3; and on another corn, equally the same in every way, would be graded as it ought to be, No. 2. Now, room inspection overcame that.

You must have, then, intelligent supervision and methods and plans which shall apply to corn rules, as they are the only ones standardized. There is no expectation of their being changed. They may be changed in name, as they have been heretofore, but the standards themselves will probably never be changed. There has never been a thing said or done at Washington that indicates that they are going to give any consideration to that. At least, that is my opinion. Therefore, the application of these rules at Baltimore or Philadelphia or New York or Chicago or Kansas City must be the same. We must have uniformity of the application of these rules, so there must be a method devised whereby that can be accomplished.

Now, the third desideratum is that grade inspected under supervision shall be freed from all Federal interference while in interstate traffic.

#### Civil Service Control of Supervisors.

When you have accomplished these three things you have accomplished all that the Government intends to give you, all that you can consistently ask for, and all that is practical in every-day working out. Now, I would dispose of all of the means of appointing these men, except to say that they shall be appointed under civil service. You may pass all the resolutions you choose, you may point out to them all the methods you choose, they will revert to the one governmental practice that is now permeating the Government in all of the different departments, and that is civil service. And once you have said that, you might as well leave it there and let the authorities work it out on that basis.

#### Supervisors on the Move.

Now, how will you have uniformity of application of the rules under supervision? I know of no way better than to ask that in this measure there shall be provided a compulsion that these men shall not be permitted to remain in any one market more than two weeks at a time, so that they shall be constantly moving from one market to another and carrying the same application of a standard from one market to the other. Leaving in Chicago three men as supervisors indefinitely, and another three men at St. Louis, is simply to invite the application of the same rules, to the same commodities in a slightly varying degree, by three different men not working together, just as we found it right here in Chicago, and had to change it after years of experience to the room method of inspection, in order to get uniformity of expression of the whole Department—just as you will have to devise some means of that kind to get uniformity of expression in the various markets. To penalize some of these men for failing to do this, and discharge them, is only to lock the door after the horse is stolen. In that instance you want to prevent it, not cure it, after the delinquencies have occurred, or lapses have occurred—but you want to prevent it. You can just as well prevent it. And then, with respect to the matter of freedom from interference: I would only provide in the law the simple fact that all existing inspection authorities consenting to this supervision and coming under its control shall thereby be authorized to issue certificates of inspection which shall free the corn so inspected from Federal interference while in interstate commerce. That fact alone is enough. Now, the enforcement of it will rest with the grain men, and not with the Government. It will cost the Government nothing, but it will be enforced to the letter, because no market could afford to be under the ban of having its inspection so low that the Government would not authorize it and thereby subject the merchants of the market to that disadvantage, and at the same time compel them to assume that great risk of seizure of their property while in transit. Under those conditions, every grain man in every market would insist, and the force of pressure would be so great that it could not be withstood—would insist that the inspection department of that market come under this supervision, self-interest alone, that first order of nature, would compel it, and it would compel it so positively that there never would be any doubt about it.

The supervision, then, should only apply to existing inspection authorities, leaving this whole question of contract under the right of the constitution. Now, some of the things that have been proposed here today are in fact propositions to amend the constitution, that guarantee to every man the right of contract, and you cannot take it away from him. There is no use trying to go down to Washington and making little boys of ourselves by proposing to amend the constitution in this indirect manner. You might as well leave that

out and expect that those things will take care of themselves, as they necessarily must.

#### A Business Proposition.

So the whole matter need not be looked at from any other standpoint than a simple, straightforward business proposition, and it must be that, gentlemen, or it will never work. And that is all the Secretary wants of you, and I should much prefer to have the Board of Control composed of more than one department. It ought to be fashioned broad enough to be used to protect all our rights. Those of us who were in Washington at the time of the Pure Food question, dealing with that, saw the value of two Secretaries. You probably all know that the language of the Pure Food and Drugs Act is that the three Secretaries, the Secretary of Agriculture, the Secretary of Commerce and Labor and the Secretary of the Treasury, shall constitute the Board of Control to make rules and regulations for the operation of the Bureau of Chemistry. Now, it takes those three men—I have given you the language of the law almost verbatim—and I would have this Management Board composed about in the same manner, for the sake of safety. You never know just how cranky an idea or how extreme a view any one man may take of any proposition, and it therefore should not be delegated to one man.

#### Law Should be Part of Feed Law.

Now, of necessity, this will be a section of the same law. They will not have two different laws, one covering unground grain and another ground; or poultry food not ground—it will be a section of the same act, and that repeals the Pure Food and Drug Act, and the Department expressed its satisfaction with much that has been written in that law and are already considering it; and our legislative committee will do well to meet the legislative committee there. Through some little effort of my own, the Convention the other day endorsed, and endorsed unanimously, the very thing that we are considering here now, standardization, and they endorsed also the one asking for the grading of corn to be changed to include the standard grades. Both were endorsed unanimously, thereby carrying still further endorsement to the Department.

Now, you will see from what I have said that it is distinctly in line with Mr. Goemann's report, and with his paper here yesterday. If there are changes, they are simply in making it a little more simple, and the simpler we can have it the better it will be, so long as it is complete enough to cover the ground fully, and I believe it does. But these three points that I have enunciated to you are the three that our legislative committee must take up, because they are the three important points, the three that we must have looked after. And they must take it up and consider it carefully, and when they go down to Washington to collaborate with them down there, and write it into the words of the bill, it shall become the law.

#### Supervisors Oversee Inspections.

I assume that fifty men, for instance, will approximately be enough, unless there are too many small towns wanting the supervision. I don't know how many of these smaller stations have inspection departments, but at Chicago, for instance, we would not want more than three men, and those three men should be in the Inspection Department every day with their Government samples in their hands, ready to compare, and they shall know of a fact, every day, hour by hour, that this Chicago Department is grading grain in conformity with the Federal requirements as to these standards. And when they do not do it they will notify them: "We shall withdraw and notify the Government to post the market, that it is no longer complying and conforming to those requirements." And the minute they did that Chicago would be under such a ban that the grain men would be on top of the State Railway Commission—which will now be the Public Utilities Commission—we would be on top of them en masse and compelling them to immediately restore that inspection and thereby restore us to supervision. We must have it. It will enforce itself. The government will never have to do a thing.

#### Summary of the Law.

Now, to sum up the three points: The first one is the appointment of the supervisors, and how shall it be accomplished? It shall be accomplished under civil service. And what does that mean? It means that a board competent to judge shall examine every applicant, and that he cannot be a supervisor until he is measured by the requirements of the board. That is done in the matter of appointments of all of the boards now, and it will simply be extended, and you need not have any hope of anything else being done, because the Government won't bother with anything else, and it could not consistently if it wanted to. Then dispose of it by saying they shall be appointed under civil service requirements.

Now, the next thing, the second desideratum, as I stated it, was to provide a means whereby this supervision shall supervise, so that supervision shall be the same thing in each and every market in the United States—not one thing in one market and another thing in another.

And the third thing is to provide that this supervision in any market accepting it shall thereby authorize the inspection certificates of that market to protect grain so inspected from Federal interference while in interstate transit.

Those are the three things—how you are going to

appoint your supervisors; how they are going to supervise so that it shall be alike all over the United States; and then that the supervision shall be the final stamp of quality of the grain so inspected that it shall not be interfered with.

At the request of the president, Mr. Goemann summed up the points of similarity and dissimilarity of his proposal and that of Mr. Merrill. Mr. Goemann would have all inspectors under Government license, practically Government inspectors; Mr. Merrill would have the inspectors remain as they are. Mr. Goemann would have the Government enforce the grades; Mr. Merrill would have the grain trade enforce them. Mr. Goemann would have a commission of three traveling supervisors, with deputies; Mr. Merrill would have fifty supervisors—practically the same thing.

After further discussion of the various proposals, several motions were made: to refer all the proposals to a new committee for reconsideration; to adopt the committee report; and to adjourn without tying the hands of the Legislative Committee in any way, leaving to their judgment to carry out as well as they could the expressed wishes of the conference. President Jones and Chairman Reynolds made pleas for the latter plan, as it was impossible to determine beforehand what the course of action would be after the committee got to Washington and engaged in the actual process of making the bill. This course was finally adopted, and the meeting adjourned at 1 p. m. without committing itself to any definite resolution.

#### THE ATTENDANCE

Charles Quinn, Toledo, Ohio, Grain Dealers' National Association; Henry L. Goemann, Toledo, Ohio, The Goemann Grain Company; E. M. Wayne, Delavan, Ill., Wayne Brothers Grain Company; J. M. Allen, Decatur, Ill., Shellabarger Elevator Company; W. J. Ray, Cato, Iowa; Charles F. McDonald, Duluth, Minn., Secretary, Duluth Board of Trade; A. E. Reynolds, Crawfordville, Ind., Crabb-Reynolds-Taylor Company; George S. Dole, J. H. Dole & Co., Chicago, Ill.; James W. Sale, Bluffton, Ind., Legislative Committee; C. W. Lonsdale, Kansas City, Mo., Board of Trade of K. C. Mo.; W. T. Hale, Jr., Nashville, Tenn., Nashville Grain Exchange; W. T. Cornelison, A. G. Tyng, Peoria, Ill., Peoria Board of Trade; J. W. McCord, Columbus, Ohio, McCord & Kelley; H. S. Antrim, J. B. Magee, Cairo, Ill., Cairo Board of Trade.

E. H. Culver, Toledo, Ohio, Toledo Produce Exchange; H. S. Grimes, Portsmouth, Ohio; James N. Russell, Kansas City, Mo., Russell Grain Co.; T. E. Gillette, Jr., Nashville, Tenn., Nashville Grain Exchange; Watson S. Moore, Duluth, Minn., Duluth Board of Trade; F. W. Eva, St. Paul, Minn., Minnesota Grain Inspection Department; Garnett S. Zorn, Louisville, Ky., S. Zorn & Co.; J. B. McLemore, Nashville, Tenn., Nashville Grain Exchange; T. W. Swift, Detroit, Mich., Caughy-Swift Company; E. G. Brown, Chicago; Board of Trade, Chicago, Hooper Grain Company; J. F. McCoy, Newton C. Evans, Richard Pride, John E. Bacon, "American Elevator & Grain Trade," Chicago.

T. A. Morrison, Frankfort, Ind., Morrison & Thompson Company, Kokomo, Ind.; Chas. A. Ashpaugh, Frankfort, Ind.; Sims & Ashpaugh, Evansville, Ind.; Geo. A. Wells, Des Moines, Iowa, J. C. Over Strong, Chicago, Ill.; J. C. McNelly, Kansas City, Mo.; George A. Aylsworth, Kansas City, Mo., Kansas City Board of Trade; M. McFarlin, Des Moines, Iowa, Des Moines Elevator Company; C. C. Miles, Peoria, Ill., Peoria Board of Trade; Peter Carey, Peoria, Ill., Peoria Board of Trade.

S. W. Strong, Urbana, Ill., Illinois Grain Dealers' Association; H. S. Heffner, Circleville, Ohio, The Heffner Milling Company; D. F. Plazek, Kansas City, Mo., Board of Trade; A. P. Husiand, Chicago, Secretary, Millers' National Federation; J. A. A. Geidel, Pittsburgh, Pa., Grain and Hay Exchange of Pittsburgh; C. A. Magnuson, Minneapolis, Minn., Minneapolis Chamber of Commerce; Wm. F. Hochfeldt, Chicago; J. E. Collins, Atwood, Ill.; Collins & Co.; J. C. Roe, Hayes, Ill.; J. C. Roe; P. H. Schiffin, Chicago; P. H. Schiffin & Co.; George A. French, Cherokee, Iowa, Geo. A. French; Lowell Hoff, W. S. Dillon, Chicago, Chicago Board of Trade; L. W. Forbell, New York, New York Produce Exchange; J. Collin Vincent, John M. Dennis, Baltimore, Md., Baltimore Chamber of Commerce; Frank E. Marshall, James L. King, Walter K. Woolman, Philadelphia, The Commercial Exchange.

I. P. Rumsey, Chicago, Rumsey & Co.; C. B. Pierce, Chicago, Chicago Board of Trade; N. S. Beale, Tama, Iowa, O. P. Beale & Co.; E. F. Rosenbaum, Chicago, J. Rosenbaum Grain Company; Le Roy M. Smith, Chicago, Seed Trade Reporting Bureau; E. J. Grimes, Minneapolis, Minn., Cargill Commission Company; W. M. Hirschy, Chicago, J. C. Shaffer & Co.; Chas. B. Riley, Indianapolis, Ind., Indiana Grain Dealers' Association; Adolph Woolner, Jr., Peoria, Ill., Woolner Distilling Company; J. C. F. Merrill, Chicago, Chicago Board of Trade; R. L. Callahan, Louisville, Ky., Louisville Board of Trade; John L. Messmore, St. Louis, St. Louis Merchants' Exchange; Harry H. Bingham, Louisville, Ky., Bingham-Hewitt Grain Company; James Bradley, Chicago, Nye & Jenks Grain Co.; Fred Mudge, Peoria, Ill.; J. C. Ralston, Caledonia, Ill., Ralston Bros.; M. R. Myers, Chicago; F. S. Betz, Cerro Gordo, Ill., Cerro Gordo Grain & Coal Company.

M. L. Vehon, Chicago, M. L. Vehon & Co.; E. P. Peck, F. S. Cowgill, Omaha, Neb., Omaha Grain Exchange; Jno. I. Logan, Chicago, Industrial Appliance Company; Bert Ball, Crop Improvement Committee; R. H. McClelland, Nashville, Tenn., J. H. Weeks Company; E. M. Kelly, Nashville, Tenn., Liberty Mills; P. S. Goodman, Chicago, Clement, Curtis & Co.; W. M. Hopkins, Chicago, Chicago Board of Trade; Chas. A. Krause, D. G. Owen, Wallace M. Bell, H. M. Stratton, Milwaukee, Wis., Chamber of Commerce; Nisbet Grammer, Buffalo, N. Y., Eastern Grain Company; Fred E. Pond, Buffalo, N. Y., Buffalo Corn Exchange; H. I. Baldwin, Decatur, Ill., H. I. Baldwin & Co.





Published on the Fifteenth of Each Month

BY

**Mitchell Brothers Publishing Co.**

OFFICE:

 Manhattan Building, 431 South Dearborn Street  
CHICAGO, ILL.

 HARLEY B. MITCHELL.....Editor  
A. J. MITCHELL.....Business Manager

 Subscription Price - - - - \$1.00 per Year  
English and Foreign Subscription - 1.75 " "

## ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

## CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

**CHICAGO, DECEMBER 15, 1913.**

 Official Paper of the Grain Dealers' National Association  
and of the Illinois Grain Dealers' Association.

## THE RAILROAD RATES

In the hearing before the Interstate Commerce Commission the railroads have finished presenting their evidence for justification of an increase of 5 per cent of freight rates. On its face, and without counter evidence, the testimony presents a strong case for the roads, and predictions have been made in many quarters that the advance will soon be granted. It may be. There is no way of telling until the commission makes its final decision. The Chicago Board of Trade and many other commercial organizations have formally endorsed the railroads' petition, presumably under the assumption that they could better afford to pay the increased tariff, in the case of the Board of Trade estimated at over \$1,000,000 per year, than be put to the continual discomfort and expense arising from lack of equipment to handle their business at the proper time.

The railroads have shown conclusively that their gross revenue has increased materially in the last five years, but that the increase has been more than offset by the increased expenses, many of which have been forced upon them by law. Among these are cited various safety devices, increase in working crews, and advanced wages. The cost of maintenance equipment has also increased greatly. By the regulation of freight and passenger rates by Federal or State enactment the roads have been prevented from recouping these losses except such as could be covered in the greater economy of operating the increased business.

The Government will present its side of the matter under the efficient guidance of Mr. Brandeis, who, it is said, has planned to show that much of the high maintenance cost is due to the fact that the railroads paid exorbitant

prices to subsidiary companies or to companies in which their directors were interested for all the materials purchased. This claim is not of court record, however, but it is very likely the course the Government testimony will take. The grain trade of the country at the present time pays \$200,000,000 a year to the railroads for transportation charges. Under the increased rates \$10,000,000 a year will be added to the freight bill of the trade.

## CIVIL LAW VS. TRADE LAW

The Supreme Court of Wisconsin recently held that grain dealings in futures are gambling and legally void if the principal and the commission firm know it to be a purely gambling transaction. The decision upholds the Milwaukee Civil and Circuit Courts in a case involving a Milwaukee commission firm and a customer. The Supreme Court said:

A contract for future delivery will be valid and forcible if one of the parties thereto intends in good faith to perform, although the other party intended merely a gambling transaction, but this does not conclude the question between the gambler and his aiders when the latter have knowledge of the unlawful intention of their principal and co-operate therein.

The Milwaukee Chamber of Commerce forbids gambling by its members. In all future tradings delivery or an equivalent is guaranteed under the rules. On the other hand, it is expected that every trader will take advantage of a change in the market to cover the deal to his own advantage if he is hedging on cash wheat in storage. But this does not change the prima facie honesty of intention if no change occurs. The decision has simply opened a loophole through which dishonest persons can take advantage of the rules of the Chamber of Commerce and the restrictions which those rules impose on members. The trade law insures honesty, the civil law puts a premium on fraud.

## HOW THE COUNTRY VIEWS THE CORN GRADES

With the exception of the port cities, the country is satisfied or resigned, as the case may be, to the new corn grades. Boston has sent a belated protest through Congressman Curley of Massachusetts, and Baltimore has sent a delegation to Washington to present to Secretary Houston in person its arguments against the grades. New York confined itself to a plea to the Legislative Committee of the Grain Dealers' National Association to insure ample protection to the exporting trade. The protests are based on the assertion that foreign buyers have been well satisfied with seaboard inspection in the past, and that interference by "inexperienced and theoretical men, overriding the decisions of the exchange inspectors," would handicap the export business.

The grain trade of the country as a whole is heartily in favor of the changes, and, whether or not "standard" grain is substituted for No. 3, the new nomenclature will quickly make its way. The standardization of grades and of inspection methods is no less pleasing to growers and shippers than it is to receivers, as variation in grading is the most prolific cause of dispute among grain dealers.

While the Department of Agriculture has

withheld its final pronouncement on the subject, all who have come in contact with the officials of the Department have been struck by their obvious intention to be fair to all, and their willingness to listen to the opinions of all experienced operators, big and little, and it is felt very generally that the final decision will show the results of this broad policy.

Fear of the administration of the law is premature, as the rules will probably be largely determined by the grain trade in the bill which will be drawn or suggested by the Legislative Committee of the Grain Dealers' National Association after the conference in Chicago this month. The rules governing export grain will undoubtedly receive particular attention and will be drawn so that every latitude will have an equal chance and be free from unjust discrimination. It can be safely predicted that "inexperienced and theoretical" inspectors will be conspicuous by their absence, as in all probability the state and exchange systems of inspection will be availed of by the Government, with only such co-operation of Federal officials as is deemed necessary.

## CLAIM LIMITS SHOULD BE ABOLISHED

When the subject of the Bill of Lading Bill came up for discussion before the Grain Dealers' National Association meeting at New Orleans, it was pointed out that one of the most unjust provisions of the present law was the four months' limit set for filing loss and damage claims against railroads. As the rule stands, railroads outlaw all claims after four months, regardless of the state law on the outlawing of debts. The time is specified in the bills of lading and has been upheld in the courts.

The National Industrial Traffic League has now taken up the subject with the Interstate Commerce Commission to abolish this limit. This subject is of vital interest to the grain trade as many cases have arisen in which claims for loss on foreign shipments of grain have been made as soon as it was physically possible to get the necessary information from the receiving point, only to find that the time had expired and the claim was automatically excluded from the railroad court. On long overseas shipments four months is too short a time to receive notice and collect the data for filing even if the greatest dispatch is used.

The railroads claim that unless there is a definite limit set for outlawing these claims, many would be filed so long after the alleged loss that the railroads would have no opportunity of obtaining proofs for defense, and they would be subject to fraud, misrepresentation and loss through no fault of theirs.

A series of conferences is to be arranged between railway managers and shippers, to be held in Chicago within the next few weeks, at which the entire subject of loss and damage claims will be discussed, after which it is desired to have the Interstate Commerce Commission fix what it thinks is an equitable period in which a claim for loss or damage on a shipment may be filed, and a law drawn which will cover all cases. Except for the general provisions of Section 45, there is nothing in the Pomerene Bill of Lading Bill (S. 1654) to cover the time limit of claims, so that a sepa-



rate law would have to be drawn or a section included in the Pomerene Bill to cover the case. Section 45 provides that in any case not provided for in this act the rules of law and equity, including the law merchant, shall govern. This might be construed to admit of claims any time within the legal statute limit, but it would leave each case open to specific decision by the courts and would multiply litigation. A new law is much to be desired.

## DRAWING THE LINE

In spite of the plain difference in definition between the terms government inspection and government supervision of grain grades, in actual practice the line which must be drawn between them is not easily fixed. The conference of grain dealers in Chicago last week came somewhat near endorsing a resolution which to all intents and purposes would have put the inspection of grain at all receiving points directly under the control of the Federal Department of Agriculture. The resolution provided that every inspector or member of an Appeals Committee would be appointed after an examination as to his proficiency before a Government Commission, which would have the power to revoke the license of such inspector or member for cause.

In effect every inspector would be under Federal civil service rules. He would be empowered to issue government certificates which would be final. This arrangement was supposed to limit the government to supervision, and, in all probability, only the lack of time and an appeal from the Legislation Committee for a free hand, prevented the adoption of the resolution by the conference. What more would the Government demand if inspection instead of supervision were aimed at? Only a provision for paying the salaries of these licensed inspectors, instead of having the states or the Boards of Trade pay them. Happily the conference did not commit itself and we have faith in the wisdom and skill of the Legislative Committee to steer a safe course between the Scylla of Federal Inspection and the Charybdis of Pure Food and Drug administration.

## JOHN F. COURCIER RESIGNS

John F. Courcier, who has filled the position of secretary of the Grain Dealers' National Association since the Niagara Falls meeting, has resigned and his resignation has been accepted by the Board of Directors.

At the time of that meeting the fortunes of the association were at a low ebb. It was not that there were no loyal members, or that there were wanting those conditions in the trade which made a national organization advisable or necessary. But the large outside grain trade was lukewarm and a leader was sought who should fan into a blaze the smoldering ashes of national interest. The choice fell upon Mr. Courcier.

The history of the Grain Dealers' National Association since that time is well known. It began to pick up at once. New members were added and the support of nearly all state associations was secured. Mr. Courcier besides taking care of national issues confronting the grain trade, paid especial attention to the busi-

ness end of the organization. He made it pay its way. As an executive he showed rare ability. He proved himself a logical speaker, a tireless worker and fair and just to all the interests confided to him.

No eulogy written can have for its object the condoning of mistakes. Mr. Courcier made his. But it can be safely averred, without fear of successful contradiction, that during his terms of office he was at all times an industrious, high-minded gentleman, who had the best interests of the affairs of the organization intrusted to him as his first thought all the time. There are very many friends in the grain trade who will wish him success in any undertaking to which he devotes his abilities.

His successor, Charles Quinn, former assistant secretary, is already in office and a review of his history appears on another page of this issue.

## A DEALER IN ANTIQUES

The amount of rubbish constantly being published in our daily newspapers is almost inconceivable, but the *Chicago Record-Herald* recently capped the climax when it printed an article on co-operative grain handling by one Arthur W. Evans. The latter individual has attained some prominence as a space writer and it seems somewhat of a pity that he could not have a subject with which he was more familiar. The article in question adds no prestige to his name; in fact, most decidedly detracts from it since it is only a rehash of matter published many years ago when the agitation for farmers' elevators was in full swing. No new facts are presented, the same misstatements are brought forward and the article contains only vague generalities and unsupported, unauthoritative statistics.

To thoroughly appreciate such a writeup one must get the space-writer's point of view. All subjects are supposedly his game, whether he knows anything about them or not. The only closed season is that imposed by editors upon certain topics. The space-writer writes to live rather than living to write, and hence the quality of his composition and sometimes its veracity, suffers. When all other subjects are exhausted, there remains the expedient of digging up long buried dissensions and uncovering old sores. The Civil War and its incidental estrangement of North and South is now generally taboo among newspaper editors since it has been worked to death. Personal references are seldom used nowadays owing purely to business policy. There remains, however, the vast and lucrative field of "trust-busting." The aforesaid named writer has in this instance gone back a decade or so and exhumed some alleged facts regarding antagonism to farmers' elevators, and in order to catch the reading eye of the public, heralds it with a blare of trumpets as "dethroning a monopoly," the monopoly referred to being the Illinois Grain Dealers' Association.

What matters it, therefore, if there is no merit in the article itself? The pleasing caption suggesting the alluring idea of some trust or combine being smashed will undoubtedly make its full appeal. His facts may be far astray from the straight line of truth, but no difference

if the public will read it. Yes, that is just the trouble, the public will read it and the great not discriminating portion of the selfsame public will fail to distinguish present-day facts from distorted bygone history. The article, occupying as it did a conspicuous space on the front page of the paper, has already attracted the attention of many country editors who are referring to it as they would refer to one of the four Gospels. Its weak points and many discrepancies are not apparent to them and consequently it is given a great deal of undesirable publicity.

Time has done much to soften any feeling that existed between the regular country elevators and the farmers' co-operative companies. In many sections they are now working together to further the best interests of the trade. Certainly the Illinois Grain Dealers' Association is placing no obstacle in the paths of the farmers and any attempt to discredit the honorable and upright men composing that organization should, and we trust will, meet with the reproach that it deserves. Further, this and any similar attempts to revive long forgotten strife ought to be dismissed as unworthy of the consideration of thinking men.

## DISSATISFACTION IN SASKATCHEWAN

Considered in the light of its recent report, the Saskatchewan Co-operative Elevator Company is evidently not an unqualified success. It will be remembered that this company was backed by the province in its undertaking and that the principal argument at the time of its organization was that public ownership of elevators would enable the cost of handling the farmers' grain to be reduced to one and three-quarters cents per bushel. Now, how was the promise fulfilled?

The company handled in the neighborhood of thirteen million bushels of wheat. Figuring a cost to the farmers of one and three-quarters cents per bushel, the gross revenue of the concern should have been about \$230,000, whereas it amounted to over \$700,000. This means that a little more than five cents per bushel was charged. The operating expenses alone were over \$500,000, which means that to come out even, two and one-half cents per bushel would have to be charged. It is small wonder that Saskatchewan citizens are calling for an investigation of its affairs. We do not think that there has been mismanagement on the part of its promoters, but rather that there are not such tremendous profits in the undertaking as was formerly believed.

Too roscate promises were made and failure to live up to them has discredited the company. As the *Regina Standard* says, "The company took \$700,000 from the farmers and paid them back \$14,000 in dividends. It is a gravestone which will in a very short time mark the burying-place of an incompetent and extravagant administration."

It is stated on good authority that a Canadian grain company is shipping Alberta-grown oats to Minneapolis, paying the 6-cents-per-bushel duty imposed under the tariff law and making a better profit than could be made if the grain were sold in Canadian markets.



## EDITORIAL MENTION

Kansas City gets the Grand Prize—the next convention of the Grain Dealers' National Association.

One hundred Canadian ships carry grain over the Great Lakes. Who says Canada hasn't a navy, at least a potential one?

Great Lake shippers of grain want grain insurance extended, but it is reported the extension is doubtful owing to the many recent disasters.

The attempt to straighten the Transcona Elevator will be watched with much interest, because it is the first accident of the kind with big concrete storage tanks.

Another crop reporting plan is being considered by the Government. The field and state agents will probably be combined with a field agent in charge of each important state.

The conference at Chicago relative to supervision of corn grades brought out a lot of ideas which should greatly help the Legislative Committee in formulating the right kind of bill.

How many realize that Minnesota wheat may be going to England via the Hudson Bay at this time next year? That is a very real probability, the Hudson Bay Railroad being completed by that time.

Three years' imprisonment for setting an elevator on fire seems none too severe a sentence. It was imposed upon the incendiary convicted of starting the fire which destroyed an elevator at Herbert, Sask.

Regulation of the grain and cotton exchanges of the country again will be attempted in the house next spring, according to Chairman Lever of the House Committee on Agriculture. Yes, and probably at the following session and the one after that, and so on *ad infinitum*.

Fifty-one years on the Chicago Board of Trade is the great record made by Statistician B. F. Howard, but he is apparently due for many more years in the same place. His many friends were not slow in helping him celebrate the fifty-first anniversary on November 30.

The Burlington officials have acceded to the proposal noted in our last issue and soon alfalfa will be growing along their right-of-way, various sections being leased to producers. This seems eminently sensible as the land, instead of lying useless and becoming full of weeds, develops into tangible value.

The timely question of cleaning cars before they are filled with grain has again been brought up by Milwaukee grain men. What applies to Milwaukee applies also to the rest of the country. Shippers ought to exercise care in this respect. Coal and other dirty commodities frequently clutter up the bottom of the cars, the grain is piled in and the consignment comes to market badly mixed. A car of white corn for

meal will be rendered almost worthless by the dust and dirt. Other grains also suffer by the mixture of dirt, since in emptying the car it is almost impossible to avoid picking up the dirt with the grain.

"Federal supervision," and not "Federal inspection," has succeeded in the controversy over the corn grades. This undoubtedly is the real question at issue. All has been done that can be done with reference to the recommended changes in the grades. A just and fair method of enforcing them is what the trade now demands.

In times of congestion grain has been stored in many peculiar places. One of our contributors recently humorously referred to the use of an old chimney of a manufacturing plant as a storage tank. This is beaten, however, by the plan adopted at Johnson City, Texas, where the jail is used. All of the cells are crammed full of grain.

It is surprising how little is known of Mexico as a grain producing country, yet its possibilities in this line are enormous. Elsewhere in this issue we have collected practically all the known facts about Mexican grain crops and because of the present revolutionary disorders there and the possibilities of American intervention, the article is of very timely interest.

A feed grinder at Sterling, Ill., developed new qualities recently which it is said the manufacturers will shortly incorporate in their advertising matter. Five bushels of 2-year-old popcorn were fed into the grinder to crush it for feed. The grinder is run at high speed and generates considerable heat, so that before it could be stopped half of the corn had "popped." How about calling it a "Combined Feed Grinder and Corn Popper"?

Everyone admires the ingenious statistician, even while giving thanks that the whole world is not prone to figures. For figures are sometimes melancholy things. For instance, an official at the Colorado Experiment Station has made the startling discovery that if all the wheat in the world were to be suddenly destroyed with the exception of one single grain, it would take at least fifteen years to bring the world's crop up to normal again. He does not go into any supplementary investigations such as what would happen to the world if that one grain were "cornered." Let us hope no one will try the experiment.

Further reference to sorghum poisoning discussed a short time ago in the "American Grain Trade," is made by the state veterinarian of Missouri in a recent statement. This is devoted to poison in corn stocks, reading in part as follows: "There is no way to tell definitely whether corn stalk trouble will be widespread, but all those who contemplate pasturing stalk fields and feeding stock fodder should be extremely careful. The explanation lies in the fact that when the growth of corn is stunted as it was by the recent drought, poisons are developed in the stalk. The action of the poison resembles closely that of prussic acid. Whatever the poison may be it seems volatile and passes finally out of

the stalks. Generally the fodder is safe to use as soon as it is thoroughly dried and aired, and trouble seldom occurs in stalk fields after January 1."

The application of the piece-work system to grain elevators sounds somewhat absurd at first glance, yet there are ways in which it can be done. G. D. Crain, Jr., on another page of this issue, explains one line in which it is meeting considerable success. It is by far the most efficient method of paying for labor, but a comprehensive system will have to be well worked out before it can be successfully used in all departments of the elevator.

"The Commonwealth Envious" is the title of a little folder recently issued by Secretary F. D. Coburn of the Kansas State Board of Agriculture. Needless to say, the manifold glories and attractions of Kansas are set forth and the wheat crop is elaborated upon. Very little is said about this year's corn crop. Nevertheless our hats are off to Kansas for it has learned that self-advertising sometimes pays and its enthusiasm is apt to be contagious.

An attempt is being made on the Pacific Coast, judging from local newspaper comment, to apply the European meaning of "corn" in this country to include all cereals. It is foolish to suppose that Americans will ever give up the more modern term whereby corn means what was formerly called maize. And as many Europeans are gradually applying the new usage of "corn" it is probable that the old name of maize will eventually become obsolete.

The recent bulletin of the Department of Agriculture wherein was shown an amazing array of statistics regarding the amount of water carried in carloads of corn doesn't add much to the grain man's knowledge except in actual figures. It is almost in a class with that justly famous announcement about two months ago from the same source, distributed broadcast throughout the country, that bread when placed in an oven becomes hot. The only direct effects of the recent bulletin have been to stir up railroad men who threaten to ask the Government to submit figures showing the amount of water hauled in cabbage or ice or beer and whiskey.

A grain commission firm in Minneapolis, Minn., not long ago sent out an ingenious circular letter in which the recipient was informed that he had fallen heir to \$67,000 left him by a bachelor uncle, with the proviso that he consign all his grain to the aforesaid company. It was cleverly worded and yet we fail to see how many could have been deluded into thinking it other than a unique advertising device. But, judging from the number of newspaper items all over the country calling attention to bequests of \$67,000 from a bachelor uncle to elevator managers, a great many were really fooled. One of our contemporary grain journals also fell for it, calling attention editorially in a recent issue to a lucky elevator manager in Iowa whose uncle had just died and bequeathed him \$67,000. We would suggest that in similar letters hereafter the Minneapolis firm print in big letters, "Intended only for those with a sense of humor."



# The Old Man Goes After the Big Fellow

With the Christmas Spirit in the Air, the Grain Trade Philosopher Recalls a Memorable Journey

By WAT PENN



squeeze the life out of every one of us."

The Old Man smiled. "That reminds me of the story of the new engine," he said. "This new engine was just out of the shops and was stiff and ill at ease. Every time it took a grade the bolts would holler that the engine was pinching them. When it slid down a long incline one of the journals on the off driver yelled because the engine was burning it. The boiler plates cursed the engine for straining them so, and every valve and wheel and bolt and plate joined in a chorus of complaint against the engine when it got back to the round house. The steam listened to these wallings as long as it could and then it blew off. 'You fools,' it said, 'you are the engine.'"

"I see what you mean all right," Gordon said, "but that isn't the way it works. The grain trade is manipulated in the terminal markets and exchanges and we are helpless. We have to accept the weights that they give us, for it has to be a pretty big loss before a claim is recognized, and I notice that on a small loss the shipper usually gets the dirty end of the stick."

"I felt that way once," the Old Man said, "but I had a little experience that got me over it. Here, have a fresh cigar and let me tell you about it. How does she draw, all right? That's about all you can say for those cigars. They were given to me. Well, this little deal happened over twenty years ago. We had a tremendous crop, elevators were full, but there wasn't any money in circulation and prices kept falling off. Wheat got down very low. I went to the city to see the big fellow. He was out, they told me at the office, but was expected back soon. I wouldn't talk to anyone but the chief himself, and went back time and again only to get the same answer. Finally it began to grow dark. The snow was falling hard, and it was getting colder all the time.

"By this time I was so mad I felt like clubbing him at sight and explaining afterward. As I was coming out of the building for the last time a closed carriage drew up to the curb and a man got out. He spoke to the driver, who answered, calling him by name. It was the big fellow. I stopped him and said I wanted to talk to him. Told him who I was and what I was there for. He took me home to supper—wouldn't be refused—and after the coffee he took me into a little room he had for himself, all lined with books and with big chairs that you could forget your troubles in. His cigar drew well, too.

"Now," he said, 'let's get at the trouble.'

"Well, it was pretty hard to keep mad after the meal I had had, but I thought of those 50 bushels per car and tried to look as angry as I felt I ought

to be. I opened up and told him how I felt. I didn't make it a personal matter altogether, either, but stated what I knew all the country shippers were thinking. He heard me through to the end without a word. Then he said calmly:

'Now as I understand it, it isn't the dockage you object to, it's the greater loss in transit, and the attitude of the terminal market toward the country elevators. As to the first, we'll have to investigate that at the yards, but for the second I can speak for every operator here that your idea of the situation is quite and entirely wrong. You have the idea that we dictate prices which you must pay whether you want to or not. Nothing could be farther from the truth. We are just as helpless as to grain prices as you are, for they are determined wholly by the world's supply and demand. As to trying to force the country elevators out of business, as you have suggested, the central markets are just as dependent on the country elevators as they are on the railroads, the steamships or the farmers themselves, or as you are dependent on us. We are all a part of the same system by which grain moves from producer to ultimate consumer; no part can suffer without every part feeling the effect. You exaggerate our influence and importance because the streams of grain concentrate here, and the bulk of it looks big, but every grain of wheat or corn we handle comes through the country elevators, so that, in the aggregate, they are just as big as we are. They are more scattered, that is all.'

"After promising to take dinner with him the next day I went back to the hotel, though he tried to get me to stay. I had something to think of. He made me see the grain trade in a way I had never considered it before. It had been a personal matter up to that time; taking in grain and shipping it out, every deal that I got the worst of I had imagined a conspiracy directed against me, every time I made something extra, I thought it a feather in my own little cap. But now I had a bigger view. The fields of the whole world were spread out before me; every car or ship for transportation passed in review, every elevator, big and small, became a bucket on the endless belt that fed the products of the farm to the hungry mouths of every nation. It is all a tremendous system worked out with ever increasing efficiency, and as I looked at the machine which supplies bread to the world, my little elevator down there dwindled in size till it was almost lost, but nevertheless it grew in importance in my eyes, for I was representing, if not actually, an indispensable part of the whole, the great belt that spans the seven seas. I tell you, John, I went back wiser than I came."

"But how about the shortage?" John asked.

"Oh, the shortage," the Old Man said. "We went down to the yards the next day and examined the cars. It was just plain leakage. The rolling stock wasn't as good then as it is now, and we didn't know so well how to improve it. The big fellow introduced me to his shipping foreman, and in half an hour he showed me more about cooping a car than I ever dreamed of. I tell you, John, I learned a lot that night, and it was just twenty-one years ago to the day."

"How do you remember the day?" John asked incredulously.

The Old Man went to the big calendar on the wall and tore off the sheet for the day. The next numerals were big and were printed in red.

"That's how," the Old man answered as he closed up the stove and picked up a basket overflowing with packages. "Now let's step along, John, it's getting late, and I'm tired of being a mere man."

"What are you going to be?" John asked.

"Santa Claus," said the Old Man.

## AN UNUSUAL AND VALUABLE PREMIUM

Labor saving devices are always in demand and it is a matter of record that some of the best appliances in this line are most simple in construction. Such an apparatus is the Schmitz Scale Ticket Passer, which has been of inestimable value to the elevators installing it. The accompanying illustration showing the exterior and interior appearance of the Scale Ticket Passer as installed, gives an idea of the mechanical parts of the device. The weigher on the inside of the scale office can send the ticket to the driver outside with only one movement of his hand. There is no necessity either for the weigher to go outside, which in cold weather is unpleasant, or for the driver to descend from his seat to receive the ticket. The element of time saved on each wagon load mounts up to a surprising total in the course of a day's work. It eliminates long lines of drivers impatiently



OUTSIDE AND INSIDE VIEWS OF THE SCALE TICKET PASSER INSTALLED IN ELEVATOR

waiting for scale tickets and creates universal satisfaction in operation.

The advantage of simplicity, previously referred to, must not be overlooked. It is easy to install and is constructed on the lever and weight principle, which means that having no springs to break or get out of order the device will last a lifetime.

By special arrangement with J. A. Schmitz, the manufacturer and inventor, the "American Grain Trade" is able to present a decidedly attractive premium offer. For the sum of \$4 the Scale Ticket Passer will be sent express prepaid to any address together with one year's subscription to the "American Grain Trade." Since the price of the Scale Ticket Passer alone is \$5 and the subscription price of the "American Grain Trade" is \$1, those taking advantage of this offer will save \$2. The offer is good for a limited period of time upon either renewals or new subscriptions, is one made exclusively by the "American Grain Trade," and it is very improbable that it will ever be approached in real value by any other premium proposition.

In sending in orders, the distance from the edge of the scale platform (nearest to scale beam) to the wall of the building should be clearly specified. The thickness of the wall must also be given.



T. A. GRIER  
Peoria, Ill.

## NEWS OF THE TERMINAL MARKETS

P. P. DONAHUE  
Milwaukee.

### EXCHANGE IS GENEROUS

The Winnipeg Grain Exchange of Winnipeg, Man., collected among its members \$4,000 for the relief of dependent relatives of sailors who lost their lives in the recent storms on the Great Lakes. The sum was sent to the central collection in Toronto.

### LARGE RECEIPTS AT HEAD OF THE LAKES

From September 1 to November 30, the Canadian Northern Railway delivered to elevators at the head of the lakes approximately 29,199 cars of grain. The increase in grain so delivered over the corresponding time last year is 71 per cent. The cause of the increase was the record movement of all crops and the favorable conditions which allowed farmers to get their wheat safely off the land and shipped early.

### WHICH ARE YOU?

"Our Boy Solomon" of Toledo says that wheat fed animals are always overestimated, referring to the amount fed four-legged, not two-legged hogs. Kansas has corn failure and will feed more wheat than usual. Secretary Coburn estimates it at twelve million bushels. One Chicago statistician has detailed reports making the amount for entire country only eight millions. We prefer Secretary Coburn's guess on Kansas.

### NEW TRAFFIC MANAGER AT PITTSBURGH

Early in December it was announced that C. G. Burson had been appointed superintendent and traffic manager of the Pittsburgh Hay and Grain Exchange in the place of Harry F. Denig, who recently resigned. Mr. Burson was connected with the office of auditor of freight receipts of the Pennsylvania Lines for a number of years and takes his new position very highly recommended as to his ability to take up the traffic manager's work.

### NEW YORK CITY

L. W. Forbell & Co. say from New York city market in a recent letter: "The advance has produced a decided sentimental effect upon dealers, so that there is now a greater degree of confidence in the level of values today, than when the market was several cents lower. This situation is just the reverse of a week ago and depression has given way to a buoyancy that was entirely unexpected. Present indications are for a continuance of firm markets, with further fractional advances. Occasional reactions must be looked for, however, as the higher prices will no doubt bring increased offerings from the larger holders."

### H. S. GRIMES IN HIS HOME CITY

The grain trade as a whole is honored by embracing among its chieftains of industry very many representative men. There are very few who honor the trade more by their connection with it, or who have done more to maintain the high standard of its position among the various industries in which men seek to gain a livelihood than Harry S. Grimes of Portsmouth, Ohio. And he is not only esteemed and loved among his fellow craftsmen abroad but evidently also in a twofold manner at home, for on the occasion of Governor James M. Cox's visit to Portsmouth the latter part of November to speak at the annual banquet of the Portsmouth Board of Trade it was Mr. Grimes who entertained him, who also presided as toastmaster at the banquet and who just finished serving as president of this im-

portant city organization which numbers in its midst all the leading business men of the city. The banquet was a huge success, the speech of the Governor just a little better than ordinary from this rising young statesman and public spirited gentleman, and it was reported locally that the banquet of 1913 was the most enjoyable affair in the history of the Board of Trade.

### MOOSE JAW EXCHANGE PICKS ABLE EXECUTIVE

The new Grain Exchange of Moose Jaw, Sask., Canada, which was organized on October 21 of this year, is fortunate in securing for its first president a man of the wide experience and substantial reputation of John T. Snodgrass. A native of Cincinnati, Ohio, Mr. Snodgrass engaged in the grain

JOHN T. SNODGRASS  
President of the Moose Jaw Grain Exchange

business at an early age and for 36 years has been identified with the trade. He was a member of the Cincinnati Chamber of Commerce, and then, moving to Chicago, was for ten years a member of the Board of Trade of that city. For the past 14 years he has been a member of the Kansas City Board of Trade and was also a member of the St. Louis Merchants' Exchange.

From the beginning of its development as a grain growing center, Mr. Snodgrass has kept in close touch with affairs of Saskatchewan, and finally saw in the vast wheat production of the province an equal opportunity for the grain operator to cast his fortunes with the new country and became an enthusiastic resident of Moose Jaw, the natural center for the big receivers of the province. His ability and force were quickly recognized, and his selection as president of the new exchange is the logical outcome.

A. W. Boardman, manager of the East Side Iron Elevator at Toledo, Ohio, was recently appointed a Director of Public Service of Toledo. Mr. Boardman is known as a man of good business ability and integrity and his friends in congratulating him on his appointment gave assurance of a successful and business-like conduct of the affairs of his new office.

### ABOLISH THE CASH CALL

The cash call market on the Toledo Produce Exchange was ordered abolished by the Board of Directors on December 2. It was stated that the directors were influenced by the similar action taken by the Chicago Board of Trade last summer. The cash call market had been in operation in Toledo about three years but had grown unpopular since the hostile attitude of the government towards the Chicago Board of Trade, alleging that the Sherman anti-trust law was violated in setting prices for grain after the regular market had closed.

### WHEAT TO GO ON FREE LIST?

There will be held a meeting on December 16 at Ottawa, Can., of the Agricultural Council of Canada. This body consists of the grange of Ontario, the Grain Growers' Association of Saskatchewan and Manitoba, and the United Farmers of Alberta. The Council will be received by Premier Borden and it is expected they will request that the Canadian government take advantage of the United States countervailing duty and put wheat on the free list, and that agricultural implements also be made duty free.

### OMAHA AND THE CORN BELT

On one day recently, the latter part of November, the receipts of corn at Omaha market amounted to 389 car loads, only a little less than the record of 450,000 bushels. This was more than the combined receipts of corn at three big grain markets which on the same day were as follows: Kansas City, 150; Chicago, 151; St. Louis, 60.

Omaha grain men say that their city is in the center of the corn belt of the United States while the other markets are on the side. That fact, they maintain, makes Omaha naturally the primary corn market of the world.

### NEW OFFICERS OMAHA GRAIN EXCHANGE

At a meeting of the Board of Directors of the Omaha Grain Exchange, Omaha, Neb., held the latter part of November, the following officers were elected for the ensuing year: W. J. Hynes, president; J. A. Cavers, vice-president; T. F. Blake, vice-president; F. H. Brown, treasurer; F. P. Manchester remaining as secretary.

Earlier in the month the following directors were elected for a term of three years: J. B. Swearington, W. J. Hynes and Ed. P. Smith. These directors succeed J. W. Holmquist, W. J. Hynes and S. Saunders, deceased, whose terms expire.

### MEETING OF NORTH AMERICAN EXPORT GRAIN ASSOCIATION

A meeting of the North American Export Grain Association was held in Chicago December 9 at which the following officers were elected: President, George S. Jackson, Baltimore; secretary-treasurer, Frank E. Marshall, Philadelphia. The executive committee was enlarged from three to four, the new members being George W. Blanchard of New York and Arthur G. Burton of Montreal. Slight changes were made in what is known as the London and Liverpool export contracts and the association was reported to have accomplished very much good for the export trade.

The following were among those present: W. C. Mott, New York; Marshall Hall and Harry Langenberg, St. Louis; George S. Jackson, Baltimore; Frank E. Marshall, Philadelphia; John Fennelly,



Kansas City; A. G. Burton, Montreal; James Norris, Chicago; H. Stemper and Otto Waitzmann, Chicago; E. S. Jaques, Winnipeg; W. B. Atkins, Chicago; Geo. W. Eddy, Boston; Wm. Beatty, Duluth.

#### MOISTURE TESTS ON NEW CORN AT KANSAS CITY

A. R. Ware, chief inspector for the Board of Trade, Kansas City, Mo., informs us that owing to the increased demand for moisture tests they have installed another machine which enables them to make thirty-six tests per hour.

The following shows the moisture test on new corn made by the Inspection and Sampling Department:

Embracing about 80 per cent of receipts to November 22: No. 2 corn, 15.6 per cent; No. 3 corn, 17.9; No. 4 corn, 19.7.

Embracing about 85 per cent of receipts, November 22 to December 6: No. 2 corn 15.9 per cent; No. 3 corn, 18; No. 4, corn, 20; sample grade, 22.2.

#### "CALL RULE" IS ELIMINATED

On November 26, by a vote of the members of the Chamber of Commerce of the city of Milwaukee the "call rule" was eliminated from the rules of the Chamber, following an amendment recommended by the Board of Directors. New grades were also adopted for the inspection of flax seed.

The changes in the rules for the inspection of flax seed were made necessary because the old rules were out of line with those in effect in Minneapolis and Duluth or in other words, the Minnesota state grades. The amendment adopted on November 26 makes the grades at Milwaukee, for the inspection of flax seed conform to those of the state of Minnesota.

#### SWITCHING CHARGE MUST BE CORRECT

A notice was recently posted on the floor of the Minneapolis Chamber of Commerce by order of Railroad and Warehouse Commission of Minnesota that grain commission merchants must discontinue the practice of charging an arbitrary switching charge. It has been the custom heretofore to charge all shippers \$1.50 switching whether the actual charge was nothing or the maximum of \$3.00 or in some instances more.

The Commissioner called attention to the law which reads: "Whenever a licensee sells any grain he shall render a true statement in writing to the consignee within 24 hours of the amount sold, price received, name and address of the purchaser and the day, hour and minute of sale and shall forward vouchers for all charges and expenses."

#### AN HONOR TO ADOLPH GERSTENBERG

One of the last and most pleasant duties of John F. Courcier as secretary of the Grain Dealers' National Association was the presentation, carrying out the instructions of the Board of Directors, to Adolph Gerstenberg a memorial of appreciation of his services rendered the National Association as member and chairman of the Arbitration Committee.

It is generally admitted that the work of Mr. Gerstenberg as chairman of this important committee was of very great value to the organization, and that his decisions were fair and rendered only after an exhaustive study of each case, necessarily occupying much of his time and energy. It was these facts that prompted the bestowing of the memorial, which was as follows:

"Justice and equity secure both the private interests of men and the peace of nations."

"Whereas, In the affairs of men differences of opinion are of almost as common report as traffic itself; and

"Whereas, It has been put into the hearts and minds of men to adopt arbitration as the most enlightened and economic means of adjusting such differences; and

"Whereas, There are only a few men who have the penchant, the poise, the learning, the training and in general the judicial quality of mind to seek out the truth and then the courage to put their convictions into awards; and

"Whereas, It is mete that posterity should have pointed out to it the names of men who were pi-

oneers in that great institutional reform, commercial arbitration; therefore be it

"Resolved, That the officers and members of the Grain Dealers' National Association, recognizing the constructive work of Adolph Gerstenberg, some time member of the Association's Committee on Arbitration and later its chairman, hereby proclaim their unqualified acknowledgment of his services and their high appreciation of his honesty of purpose, devotion to duty, tireless energy, accuracy of judgment, fearless decisions, and unbounded loyalty; and be it further

"Resolved, That this testimonial be suitably inscribed and delivered to his family, in whose bosom he has lived a virtuous and exemplary life, a modest, retiring and noble Christian gentleman."

#### A LECTURE ON MAY OATS

May oats sold up to 49 cents in August and declined to 40¼ on October 17 as result of Canadian imports and voluble hedging sales. Crop started 87 condition in June, was cut to 76 in July.

Private guesses ran near 900,000,000 but the government raised its ideas to 1,120,000,000. Crop size compares with 1910 total of 1,186,000,000 on which May, 1911 oats expired at 35½.

The very large 1910 hay crop of 69,000,000 tons and second largest corn crop (at that time) contributed to hold May, 1911 oats at low prices. Had 1910 been a short corn year May oats would have sympathetically sold around 40 cents.

The 1,126,000,000 crop of 1913 should be easily consumed. Last August oats farm reserves were 103,000,000, a record it is true but they showed a consumption of 1,300,000,000 for the crop year of 1912-13. The plausible certainty of 80 cents corn guarantees the presence of May oats at 40 cents or above.

Big oats movement from farms is completed by December. Oats visible of 29,000,000 displays a 2,000,000 decrease since November 1. Canada may export 20,000,000 oats to United States in all but cannot seriously undercut an average of 40 cents for the May, Chicago basis.—From E. W. Wagner & Co. letter, Chicago, December 12.

#### CHANGES IN MEMBERSHIP

Chicago.—The many changes in Chicago Board of Trade include among new members, Morton L. Conley, Wert Reid, Alanson R. Tickson, Ralph M. Labarthe, Claude B. Barbee, Otto Keusch, Chas. A. Rache, Albert H. Smith, Parker M. Paine, Philip A. Copenhauer, Alex W. Klappenback, Vernon C. Gray, Edward J. Loomis and the transferred membership were Est. of R. B. Schneider, Perry W. Persels, Joe S. Ulmann, W. W. Watson, Chas. E. Richardson, Frank G. Kammerer, W. L. Blackman, Est. of Fred'k P. Smith, S. B. Cochran, Mark Morton, Lewis B. Wilson, Frank W. Aldrich, and Jas. Edw. Cairns.

Kansas City.—One new member to Kansas City Board of Trade is reported by Secretary E. D. Bigelow, in person of Stuart Logan, on transfer of membership of T. J. Biosnahan.

Memphis.—A report of Secretary N. S. Graves of the Memphis Board of Trade shows new members admitted were J. L. Nessly, of Memphis and Century Grain & Feed Co., of which S. M. Bray is secretary and treasurer. These members took up the withdrawals of U. S. Feed and Grain Co. and Levi Joy & Co.

Milwaukee.—Secretary H. A. Plumb cites changes in the Chamber of Commerce of Milwaukee with following new members: Geo. D. Thorson, Arthur H. McIntyre, Edward A. Weschler, James T. Murphy and Edwin Pick. Those whose memberships have been transferred are John W. McCraw, Hugo Damm, D. D. Weschler (deceased) and James A. Bryden (deceased).

Peoria.—Two new members of the Peoria Board of Trade are reported by Secretary John R. Lofgren; they are Geo. F. Thode, clerk of Circuit Court, and H. F. Cazey of Geo. L. Bowman Co., Peoria, Illinois.

San Francisco.—Stuart S. McClean of the Globe Grain and Milling Co. has been admitted to the

Grain Trade Assn. of the Chamber of Commerce of San Francisco; reported by T. C. Friedlander, secretary of the association.

St. Louis.—At a meeting of the Board of Directors of the Merchants Exchange held recently the list of new members admitted includes Wm. T. Chamberlain, R. A. Ruemeli, J. A. Bushfield, Walter N. Ernst with the Missouri Pacific R. R., Finley Barrell of Chicago, Herman Weuser, Louis J. Jones with the Fulton Bag and Cotton Mills, S. V. Davis of the Independent Stock Yards Co., H. H. Smith of the Golden Grain Milling Co., East St. Louis, Ill. The supplementary list of memberships transferred include John E. Biekert, Chas. E. Nicholls, Sidney N. Scharff, Percy C. Jones, Wm. P. Samuel, J. L. Amos, Sam. T. Able, V. C. Mounet, and Chas. H. Buss. Reported by Eugene Smith, secretary.

#### TERMINAL NOTES

W. L. Bear & Co., a grain and stock firm of Philadelphia, Pa., failed recently.

W. H. Morehouse Company of Toledo, Ohio, presented each of their office and warehouse employees with a fine Thanksgiving turkey.

C. W. Wager & Co., grain and feed dealers of Philadelphia, Pa., had an unusually handsome exhibit at the recent corn show held in that city.

C. H. Canby of C. H. Canby & Co. is being boosted by his friends for the office of president of the Chicago Board of Trade. The election takes place early in January.

Jack Harmes, formerly with King, Farnum & Co., has formed a connection with Lamson Bros. & Co., Chicago, and will represent them as salesman in the wheat pit.

J. T. Pope of Nashville, Tenn., received the appointment of grain inspector of the Mobile market, Mobile, Ala. Mr. Pope assumed his duties shortly after December 1.

The Keusch & Schwartz Company, Inc., of New York City, have established a branch office of their business in Chicago. Charles Baker will represent the firm on change and J. W. Schmidt will have charge of the office.

Cyrus C. Lewis, grain merchant of Buffalo, N. Y., filed a voluntary petition in bankruptcy early in December. The liabilities were mostly claims of creditors amounting to about \$30,000. The assets were given at \$5,000.

If the plans of A. Montgomery of Maguire & Jenkins of New York City are carried out a committee from stock and commodity exchanges over all the country will be appointed to co-operate in fighting adverse legislation at Albany and Washington when the occasion demands it.

Sam Finney, who was for many years engaged in the grain business on the Chicago Board of Trade, operating a line of country elevators in Illinois, returned recently from the Pacific Coast where he has made his home for some time. It is expected that he will remain in Chicago.

The many friends of W. S. Warren of the firm of Hulburd, Warren & Chandler, Chicago, will be glad to learn that hopes are entertained for his complete recovery. Mr. Warren has been very ill for some time at his home at Hinsdale, Ill., and has been greatly missed both "on change" and in his office.

At a recent luncheon of the Board of Trade Club of Chicago at the Grand Pacific Hotel, Secretary J. C. F. Merrill was the principal speaker. He gave a very interesting address in the history of corn raising, and discussed the grading of corn and other phases of the corn situation as applied to the trade.

An application which was made for the reinstatement of Mark Bates as a member of the Chicago Board of Trade has been withdrawn. Bates was expelled from the Board last March, convicted on charges of having failed to execute orders in the open market for the firm with which he was connected and of making or reporting false or fictitious purchases or sales. It was stated that the action on the part of Mr. Bates in voluntarily withdrawing his application for readmission was



prompted by the active opposition that his application for reinstatement had developed among members of the board.

Henry C. Tucker, a stock broker of Buffalo, N. Y., was recently fined \$1,800 in the United States district court of New York for violating an injunction secured against him by the Chicago Board of Trade in 1906. The injunction prohibited Tucker from handling grain quotations without the consent of the Chicago exchange.

The jury in the case of Walter and Emery Kirwan, formerly of Kirwan Bros. Grain Co., Baltimore, Md., was discharged early this month, having failed to agree on a verdict. The two grain men had been on trial on the charge of having conspired to defraud the First National Bank of Baltimore out of \$70,000 on bogus bills of lading about two years ago.

Robinson & Sweet is the name of a new grain firm recently organized to do business on the Produce Exchange, New York. Charles A. Robinson was formerly connected with the grain firm of Gibbs & Robinson. W. T. Sweet Jr. is connected with the flour firm of W. L. Sweet & Co., but joins the new enterprise without changing his relation with the latter firm.

The arrangements have been made for a "Board of Trade" night at the Cort Theater, Chicago, to be given in honor of Joseph Kilgour, who is playing the leading masculine role in the comedy, "A Modern Girl." Mr. Kilgour was formerly a member of the Chicago Board of Trade and the Chicago Stock Exchange and has a wide list of acquaintances among Chicago brokers.

The Martin Mullally Commission Company of St. Louis, Mo., recently incorporated with a capital stock of \$10,000 fully paid. The incorporators are Martin Mullally, William O'Toole and Edward Grassmuck. The Martin Mullally Commission Company not long since succeeded the John Mullally Commission Company, one of the oldest and most favorably known grain firms in that market.

The Armour Grain Company of Chicago has leased a grain elevator at Depot Harbor, Ont., a port on Georgian Bay. The company has for some time been making use of the Canadian routes for exporting grain and the leasing of the elevator was for the purpose of increasing the facilities in this department of their business. The elevator has a capacity of 1,500,000 bushels and is on one of the branches of the Grand Trunk railroad.

Charges were recently filed with the Board of Directors of the Chicago Board of Trade against B. S. Wilson, former head of the grain firm of B. S. Wilson & Co., Chicago, which suspended business last June. It was charged that he took margins for trades after he knew he was insolvent. At the time of the suspension a committee of his creditors was appointed to arrange if possible terms of settlement. A settlement was later agreed upon that about 25 per cent of the claims should be paid in cash and notes given for the remainder. The settlement having been agreed to, Mr. Wilson made arrangements to start in the commission business again, and it was understood his friends had agreed to give the necessary financial backing. It was contended by some that the technical violation of the insolvency rule, if there was one, should not be made the basis of charges at this late date now that the matter has been practically settled, as his suspension would be prejudicial both to his interests and to those of his creditors.

The announcement was made recently from Detroit, Mich., that effective November 24 the grain and seed business of the Caughey & Carran Company, and the wholesale grain business of McLane, Swift & Co., had been consolidated under the firm name of the Caughey-Swift Company, with offices in 701-5 J. Henry Smith Building. The officers of the company are F. T. Caughey, president; T. W. Swift, vice-president; D. M. Cash, secretary; W. R. Jossman, treasurer. The capital stock is \$125,000 fully paid and the object of the new company is to do a general grain, seed and commission business. The new company is made up of two very strong

old firms. McLane, Swift & Co. were formerly at Battle Creek, Mich., where they operated a transfer elevator and did a general shipping business and had but recently moved to Detroit. The Caughey & Carran Company has been in the general grain and seed business at Detroit for the past twenty years. Under the new consolidation Mr. Caughey will have charge of the seed department of business, assisted by Wm. R. Jossman. Mr. Carran will look after the firm's country elevators at points throughout Michigan. R. G. Pearse is traffic manager, Ben Herr is in charge of the accounting and Mr. Cash is in charge of the office.

## RECEIPTS AND SHIPMENTS

Reports from the various secretaries show the receipts and shipments at the leading receiving and shipping points in United States of grain, grain products, hay and seed, for month of November, 1913, to be:

BALTIMORE.—Reported by James B. Hessong, secretary of the Chamber of Commerce.		Receipts		Shipments	
Articles.	1913.	1912.	1913.	1912.	1912.
Wheat, bus....	24,210,276	9,729,553	22,939,188	7,353,168	
Corn, bus....	20,706,903	10,837,855	18,604,722	8,316,131	
Oats, bus....	5,585,413	16,206,626	1,777,731	11,262,694	
Barley, bus....	147,588	73,295	128,863		
Rye, bus....	1,407,215	444,269	685,055		
Hay, tons....	57,175	57,238	8,506	10,751	
Flour, bbls....	1,838,777	1,653,600	958,945	609,660	

BUFFALO.—Reported by Chamber of Commerce.		Receipts		Shipments	
Articles.	1913.	1912.	1913.	1912.	1912.
Wheat, bus....	20,650,089	18,757,560			
Corn, bus....	489,000	263,902			
Oats, bus....	2,944,789	1,326,055			
Barley, bus....	2,694,848	3,517,031			
Rye, bus....		414,350			
Flax seed, bus.	2,010,331				
Flour, bbls....	1,199,794	1,308,441			

CHICAGO.—Reported by J. C. F. Merrill, secretary of the Board of Trade.		Receipts		Shipments	
Articles.	1913.	1912.	1913.	1912.	1912.
Wheat, bus....	2,154,000	5,082,100	2,301,000	1,890,000	
Corn, bus....	2,895,000	7,014,550	4,247,000	3,462,500	
Oats, bus....	6,852,000	13,506,600	6,634,000	13,467,700	
Barley, bus....	2,667,000	3,845,100	598,000	477,100	
Rye, bus....	359,000	504,000	118,000	174,400	
Tim'hy sd., lbs.	3,421,000	3,608,400	1,896,000	4,912,200	
Clover sd., lbs.	939,000	521,200	264,000	861,900	
Other grass sd., lbs.	1,714,000	1,346,300	1,072,000	2,020,400	
Flax seed, bus.	262,000	206,900	7,000	40,000	
Broom cn., lbs.	2,855,000	2,140,100	2,439,000	822,400	
Hay, tons....	28,283	24,511	2,534	1,664	
Flour, bbls....	740,000	749,000	539,000	718,712	

CINCINNATI.—Reported by W. C. Culkins, superintendent of the Chamber of Commerce.		Receipts		Shipments	
Articles.	1913.	1912.	1913.	1912.	1912.
Wheat, bus....	331,128	435,019	200,916	404,796	
Corn, bus....	511,865	790,387	178,723	310,555	
Oats, bus....	618,387	829,569	339,830	885,853	
Barley, bus....	60,632	82,108	5,520	26	
Rye, bus....	90,975	88,494	18,006	28,498	
Timothy seed, 100-lb. sacks.	9,901	3,246	1,808	1,596	
Clover seed, 100-lb. sacks.	4,710	2,226	1,663	1,556	
Other grass seed, 100-lb. sacks.	13,850	29,757	12,790	12,963	
Flax seed, 100-lb. sacks.	9		2		
Br'm corn, lbs.	37,317	322,525	26,010	45,801	
Hay, tons....	24,783	14,603	18,735	6,943	
Flour, bbls....	111,213	144,851	104,456	121,743	

CLEVELAND.—Reported by Statistical Department of the Chamber of Commerce.		Receipts by Rail.		Shipments	
Articles.	1913.	1912.	1913.	1912.	1912.
Wheat, bus....	21,692	22,298	68,954	122,586	
Corn, bus....	419,612	277,829	211,906	2,862	
Oats, bus....	402,106	170,948	161,408	109,998	
Barley, bus....	2,914	5,286			
Rye, bus....	406	1,222		27,144	
Flax seed, bus.	5,816	1,428	2,014		
Hay, tons....	4,916	4,955	896	342	
Flour, bbls....	51,906	48,791	13,916	16,557	

DETROIT.—Reported by M. S. Donovan, secretary of the Board of Trade.		Receipts		Shipments	
Articles.	1913.	1912.	1913.	1912.	1912.
Wheat, bus....	338,000	294,000	37,000	82,000	
Corn, bus....	122,000	186,000	20,500	106,400	
Oats, bus....	210,000	383,700	52,000	106,700	
Barley, bus....	5,000	4,000			
Rye, bus....	28,000	81,000	9,000	9,570	
Flour, bbls....	28,000	20,800	35,000	27,600	

GALVESTON.—Reported by H. A. Wickstrom, chief inspector of the Cotton Exchange and Board of Trade.		Receipts		Shipments	
Articles.	1913.	1912.	1913.	1912.	1912.
Wheat, bus....	140,000	1,277,000	40,000	1,481,307	
Corn, bus....	14,000	85,000		64,655	
Imported corn, bus.	114,000				
Oats, bus....		1,000			
Rye, bus....	1,000	9,000			
Hay, cars....	6				

KANSAS CITY.—Reported by E. D. Bigelow, secretary of the Board of Trade.		Receipts		Shipments	
Articles.	1913.	1912.	1913.	1912.	1912.
Wheat, bus....	1,975,200	4,250,400	1,485,600	4,098,000	
Corn, bus....	2,223,750	735,000	1,251,250	377,500	
Oats, bus....	838,100	753,100	945,200	465,800	
Barley, bus....	44,800	37,800	2,800	1,400	
Rye, bus....	37,400	35,200	16,500	26,400	
Kaffir cn., bus.	22,000	455,500	24,000	216,000	
Flaxseed, bus.		4,000		5,000	
Hay, tons....	26,724	35,424	6,120	5,844	
Flour, bbls....	12,750	31,000	155,000	220,500	

INDIANAPOLIS.—Reported by William H. Howard, secretary of the Board of Trade.		Receipts		Shipments	
Articles.	1913.	1912.	1913.	1912.	1912.
Wheat, bus....	75,600	100,400	21,600	19,200	
Corn, bus....	872,400	1,635,600	172,800	369,600	
Oats, bus....	321,000	456,000	184,500	342,000	
Rye, bus....	3,000	6,000	1,000		
Hay, cars....	178	142			

MINNEAPOLIS.—Reported by H. W. Moore, statistician, the Chamber of Commerce.		Receipts		Shipments	
Articles.	1913.	1912.	1913.	1912.	1912.
Wheat, bus....	12,331,020	17,808,090	2,538,080	3,000,200	
Corn, bus....	696,920	495,970	432,010	287,940	
Oats, bus....	2,291,610	1,799,340	2,344,520	2,178,260	
Barley, bus....	3,822,410	4,851,130	2,964,980	4,456,470	
Rye, bus....	583,140	779,350	442,280	466,313	
Flaxseed, bus.	1,509,460	1,520,020	168,950	616,130	
Hay, tons....	5,050	4,110	1,050	870	
Flour, bbls....	63,814	85,487	1,797,356	1,852,523	

NEW YORK.—Reported by H. Heinzer, statistician, the Produce Exchange.		Receipts		Shipments	
Articles.	1913.	1912.	1913.	1912.	1912.
Wheat, bus....	5,821,700		5,222,270		
Corn, bus....	1,147,600		15,427		
Oats, bus....	1,305,800		116,596		
Barley, bus....	432,100		224,832		
Rye, bus....	1,150				
Tim'y sd., bags			4,321		
Clover sd., bgs.	4,639		3,852		
Flaxseed, bus.	523,900		8,400		
Hay, tons....	22,641		8,407		
Flour, bbls....	782,789		426,818		

*Bales.		Receipts		Shipments	
Articles.	1913.	1912.	1913.	1912.	1912.
Wheat, bus....	992,400	2,094,400	970,800	1,692,000	
Corn, bus....	3,597,600	349,200	2,929,300	179,300	
Oats, bus....	1,242,700	1,446,700	1,795,500	1,555,500	
Barley, bus....	54,600	165,200	7,000	128,000	
Rye, bus....	17,600	61,600	25,000	12,000	

OMAHA.—Reported by F. P. Manchester, secretary of the Omaha Grain Exchange.		Receipts		Shipments	
Articles.	1913.	1912.	1913.	1912.	1912.
Wheat, bus....	992,400	2,094,400	970,800	1,692,000	
Corn, bus....	3,597,600	349,200	2,929,300	179,300	
Oats, bus....	1,242,700	1,446,700	1,795,500	1,555,500	
Barley, bus....	54,600	165,200	7,000	128,000	
Rye, bus....	17,600	61,600	25,000	12,000	

PEORIA.—Reported by John R. Lofgren, secretary of the Board of Trade.		Receipts		Shipments	
Articles.	1913.	1912.	1913.	1912.	1912.
Wheat, bus....	109,000	100,000	115,000	47,000	
Corn, bus....	1,247,080	1,228,100	212,140	646,365	
Oats, bus....	749,500	767,803	985,275	1,105,001	
Barley, bus....	316,166	329,400	118,300	112,723	
Rye, bus....	64,800	69,600	37,200	37,900	
Mill feed, tons	5,141	5,480	11,894	9,215	
Seeds, lbs....	1,020,000	270,000	180,000	180,000	
Broom cn., lbs.		105,000	90,000	49,500	
Hay, tons....	3,610	4,150	1,290	752	
Flour, bbls....	142,800	173,500	146,347	163,223	

PHILADELPHIA.—Reported by Frank E. Marshall, secretary of the Commercial Exchange.		Receipts		Shipments	
Articles.	1913.	1912.	1913.	1912.	1912.
Wheat, bus....	2,417,403	3,032,847	2,676,211	2,653,712	
Corn, bus....	158,597	86,870			
Oats, bus....	926,541	737,769		225,427	
Barley, bus....	62,699	168,807			
Rye, bus....	7,200	9,600			
Tim'y sd., bags		1,013			
Clover sd., bgs.		302			
Flaxseed, bus.	98,263	268,960			
Hay, tons....	6,261	6,872			
Flour, bbls....	217,405	285,053	70,213	168,428	

ST. LOUIS.—Reported by The Merchants' Exchange.					
	Receipts		Shipments		
Articles.	1913.	1912.	1913.	1912.	
Wheat, bus....	2,601,802	2,843,973	1,751,290	1,937,740	
Corn, bus.....	981,580	1,279,935	365,270	465,530	
Oats, bus.....	2,123,300	1,812,200	1,347,890	1,535,770	
Barley, bus....	497,200	571,200	12,480	1,500	
Rye, bus.....	13,400	10,835	10,020	10,000	
Hay, tons.....	23,485	17,923	11,000	8,163	
Flour, bbls....	292,010	201,640	342,430	311,445	
Bran, sacks....	111,810	124,750	362,390	246,300	



## TRADE NOTES

The Nordyke & Marmon Company of Indianapolis, Ind., have recently shipped Style "H" Dryers and other corn mill machinery to Amandus Kahl of Hamburg, Germany.

The Canadian Bull Tractor Company, Ltd., of Winnipeg, Manitoba, Canada, has been incorporated to manufacture gas engines, gas tractors of all kinds and farm machinery. The capital stock is \$1,000,000.

The Minneapolis office of the Huntley Manufacturing Company of Silver Creek, N. Y., has been recently transferred to more commodious quarters in the Corn Exchange Building. The office is under the management of A. F. Shuler.

The Keelin Bros. elevator at 5300 Lexington street, Chicago, is being rebuilt in reinforced concrete by the Macdonald Engineering Company, of Chicago. The new plant will consist of a grain elevator and feed mill of 100,000-bushel capacity, a four-story warehouse, office building, stable and feed storage. It is to be finished in January.

As the season is approaching for feed grinding the Barnard & Leas Manufacturing Company of Moline, Ill., is inviting the attention of grain dealers everywhere to the special features found in Barnard's Ball Bearing Feed Mills. They have equipped all their feed mills with ball bearings and have some special literature on this subject which they will mail to any dealer on request.

The contract for the construction of the new flour mill of the Southwestern Milling Company was recently awarded to the Witherspoon-Englar Company of Chicago. The mill is to be ready for operation by April 15, 1914. It will replace the one that was burned October 10, and is to be on the old site in Kansas City, Kan. Specifications call for a reinforced concrete fireproof building, constructed in two units, one of two thousand and one of one thousand barrels of flour daily capacity.

"Art" pictures are not often sent out from the office of the grain elevator builder. However, the exception to this rule has been made by James Stewart & Co. of Chicago in a handsome engraving of Pennsylvania Railway Company elevator at Girard Point, Philadelphia, Pa. It comprises as a whole a very beautiful effect in perspective, the huge structure raising its form in the foreground like a monolith, and stretching away in the distance out beyond the system of galleries for loading vessels are the blue waters of the Delaware.

The Hess Warming & Ventilating Company of Chicago, Ill., manufacturers of the Hess Driers and Hess Improved Moisture Testers, has adapted their moisture tester, which is extensively used for testing course grains, to the testing of ground materials, such as flour, feed and meal. The operator is enabled to make a moisture test of these materials in from 20 to 30 minutes. The apparatus is simple in operation and inexpensive and made in three sizes, being adapted to use with gas, gasoline, alcohol or electricity.

Some very interesting and worth while facts about feed mixers and feed mill machinery appear in catalog No. 36 just issued by the S. Howes Company of Silver Creek, N. Y. The publishers write us that it is the only publication ever put out by an American machinery builder, dealing exclusively with the production of all kinds of horse, dairy and poultry food. It states fully what the Eureka Mixing System consists of, with pertinent points about the Eureka Molasses Feed Mixer and accessory machines, which coupled with handsome half tones to illustrate the machines and processes form a compendium of information very valuable to the grain dealer or miller who handles feeds other than his own products. To establish and maintain a good trade in horse, chop and dairy feeds, scratch feeds.

etc., it is necessary that a high standard be observed in the mixing and this need is provided for in the Eureka machines. Any grain dealer can receive a copy of the catalog by writing the Howes company at their home office.

The Burrell Engineering & Construction Company has completed the amount of work on the Western Terminal Elevator at Fort Williams, Ont., which they are to do this year. The working house and the foundation for the tanks are completed. They will maintain a small crew there during the winter to do some structural steel work, and on March 1 will pursue the construction of the elevator with renewed vigor. All the machinery contracts on the job have been placed for spring shipment. The Weller Manufacturing Company of Chicago will supply all the conveying machinery, Fairbanks, Morse & Co. the scales, and the Link Belt Co. will furnish the silent chain drives.

The Morris Grain Drier Company of Milwaukee, Wis., manufacturers of grain driers, coolers and conditioners, have made arrangements with the Strong-Scott Manufacturing Company of Minneapolis, Minn., to build their drier equipment on a royalty basis in the United States. A contract has been in effect for some time by which the Minneapolis firm handles the drier in Canada. The Morris Drier is, therefore, now in excellent hands. The Strong-Scott Manufacturing Company is an old and large grain elevator and mill furnishing house in the Northwest, and no praise from a grain journal can add to their established reputation. It is understood that they will make their grain drier department an important branch of their business.

The city of Decatur, Ill., is evidently very proud of one of its chief industries, the Union Iron Works. In the quarter century number of the *Decatur Review*, issued December 7, a double page spread is given in the news pages to this large and flourishing plant. At the top of the pages is shown a general view of the new works. Then there is an account of its history, the experts employed, the provisions for employes, an interesting description of some of the Western machines, with pictures of the present officers and illustrations showing various scenes in the shops. These officers are: Porter J. Millikin, president; H. Clay Dempsey, vice-president; Max Hurd, secretary; F. J. Temple, mechanical engineer. We doubt if James Millikin, one of the founders of the business in 1864, foresaw the magnitude that his enterprise would attain in a half century, or the importance into which the business would grow as a manufacturer of nearly all classes of machinery for the grain and milling world.

A new scale, under the name of the "Four-in-One" Agate Bearing Scale, is now being offered the grain trade by the Seed Trade Reporting Bureau of Chicago. This scale renders the following weights for grain: in grams for dockage percentages, in grams for use with moisture tester, in ounces for mailing grain samples, and test weight and dockage per bushel. It is equipped with a special brass scoop for the pouring of grain into flasks for moisture test or into envelopes for mailing. Equipment also includes a pint brass cup for measuring grain in determining test weight per bushel. The firm is also furnishing sieves for the determination of dockages on samples of wheat, barley, oats and corn to be used in connection with the above-mentioned scale. Though both the above have only been on the market for a very short time, this equipment is reported to have been installed by many grain firms, country shippers and inspection departments. Further particulars will gladly be furnished readers of our periodical by writing the above mentioned firm.

MORRIS DRIER FOR QUEBEC HARBOR  
ELEVATOR

The Morris Grain Drier in the elevator of the Quebec Harbor Commissioners, Quebec, Que., described elsewhere in this issue, was purchased from and installed by the Strong-Scott Manufacturing Company, of Minneapolis, Minn., and is what is known as a 1,000-bushel drier. It is contained in a building constructed especially for it from reinforced concrete. In the top of the building is a 2,000-bushel garner for storing grain over the drier. This garner has a double hopper bottom, in each section of which are openings for feeding the grain to the drier below, the openings controlled by gate and lever. Under the garner is placed the drier which consists of two compartments, each holding 500 bushels, while under the drier is put the cooler which consists of two compartments, each holding 500 bushels.

The fan is a 170-inch Multivane type fan built of 12 sheet steel for the casing and No. 10 for the fan plates. This fan is driven by a directly connected 40-horsepower engine, the fan and engine being located on the cooler floor. The coils consist of 12 sections made up of 1¼-inch pipe containing 6,048 lineal feet and are designed to carry a pressure up to 110 pounds. These coils are so connected that both live steam and exhaust steam can be used at the same time in different sections. It is designed to use the exhaust steam from the fan engine to beat a portion of these coils.

The air from the fan is partially blown into the cooler and partially into the drier, first passing through the steam coils, proper distribution to each being obtained by controllable valves. Both the drier and the cooler are built of heavy sheet metal reinforced with angle irons and channels, and equipped with Morris patent air ducts for distributing the air evenly through the grain.

The grain to be dried is first run into the garner and from there to the drier, where, after drying, it is dropped down into the cooler. From the cooler it is dropped into a hopper which discharges to a belt conveyor that carries the grain back into the elevator. The operating of the slides for taking the grain from the cooler and drier is done from their respective floors. The operating of the slides under the garner is done from a steel platform which extends around the top of the drier.

This entire equipment is designed for convenience of operation so that one man is all that is required to operate the drying plant. The equipment is complete in every detail and any quantity of grain from 200 bushels up to 1,000 may be dried.

## SEEK PARDON FOR GRAIN BROKER

Baltimore grain circles have been stirred recently by the efforts of Mrs. Pembroke W. Pitt, who has enlisted the services of many prominent business men of that city in securing a pardon for her husband through Governor Goldsborough of Maryland.

It will be remembered that Pembroke W. Pitt was convicted of obtaining over \$230,000 by means of forged bills of lading and was sentenced to serve five years and three months in the Maryland penitentiary. A little less than two years of this term has expired, but the circumstances of the case warrant the belief that the Governor will listen to the request and grant the pardon. It is held that punishment already inflicted on the guilty broker is enough to discourage others from a similar attempt, the only scientific reason for punishment of criminals, and furthermore it is held that the real brunt of the punishment has fallen, not on the man, but on his wife, who has labored unceasingly to repay the losses occasioned through her husband's fault, and who has remained faithful and devoted to him, bearing without flinching, the shame of his disgrace.

Governor Goldsborough has advanced ideas on the relationship of the state toward criminals and is a firm believer in that every prison inmate should be given another chance if he shows any desire for it or a disposition for true repentance. Mr. Pitt has both of these requirements for a pardon and it is believed that he will soon be at liberty.



## NEWS LETTERS

[Special Correspondence.]

## KANSAS CITY

BY MURRAY E. CRAIN

The grain business in Kansas City has shown some improvement recently, due largely to some export business which has made its appearance. This has helped the situation greatly and provided a fairly heavy volume of business for members of the Board of Trade. The stocks in elevators in Kansas City have decreased to some extent, though still heavier than usual. About 8,200,000 bushels are now on hand, as compared to 8,600,000 a month ago. Activity on the Board of Trade is more marked than a month ago, and there is a better sentiment in all quarters over the outlook.

Arthur G. Evans, of the Moffatt Commission Company, of Kansas City, has applied for membership in the Board of Trade, with indications pointing to his admittance. He will fill a vacancy created by a recent retirement. Mr. Evans has been engaged in the grain trade in Kansas City for several years past.

The annual election of the Board of Trade will be held on January 6, which is the first Tuesday following the first Monday, as provided by the constitution of the organization. Much interest already has been expressed in the coming event, and voting will be spirited. The nominating committee has been appointed, but will not announce its selections until shortly before the election. By the by-laws of the Board of Trade, the second vice-president automatically is elevated a notch higher, to the first vice-presidency. No other provision is made. R. J. Thresher of the Thresher-Fuller Grain Company, is now president of the Board of Trade, other officers being George A. Aylsworth, of the Aylsworth-Neal-Tomlin Grain Company, first vice-president; D. F. Piazek, Kemper Grain Company, second vice-president; E. D. Bigelow, secretary, and E. D. Fisher of E. D. Fisher & Company, treasurer. The retention of Mr. Bigelow as secretary is regarded as certain. He has been secretary of the Board of Trade for the past seventeen years and has cared for the duties of the office efficiently. His experience has made him invaluable and his reappointment by the incoming administration is regarded merely as a matter of form. Six new directors also will be elected, an equal number being holders. Two-year terms will apply to the new directors without exception.

C. W. Lonsdale, prominent in Board of Trade activities and head of the Lonsdale Grain Company, has extended a helping hand to the fire insurance men of Kansas City, by outlining the Board of Trade plan of conducting business. The fire underwriters are seriously contemplating a change of their constitution, and are considering adopting the methods which have proved so successful in the Board of Trade. Mr. Lonsdale made an address before the fire agents and as a result of it, the limited membership system probably will be accepted by the fire men.

Moisture tests have proved so successful and in such demand that another machine is to be added to the Board of Trade inspection bureau. Two already are in use, and it would cause no surprise to see a fourth installed in the near future. The Board of Trade inspection department now has a capacity of thirty-six tests per hour. So heavy are the demands on the service, however, that this will be expanded shortly.

The new tariff is likely to have quite an effect on the Kansas City grain trade, according to present prospects. Three carloads of oats were recently received here from Calgary, Canada. The shipment was the first received from Canada for so long that a good deal of comment was created. The new tariff lowered the duty on oats from 15 to 6 cents a bushel.

Grain men of Kansas City are much interested in the Traffic Club, formed recently, and largely for social purposes, it was stated. About 200 charter members are listed, including a big percentage of the grain dealers of Kansas City. H. G. Wilson, transportation commissioner for the Commercial Club, and Board of Trade, is a director of the Traffic Club, as is C. W. Lonsdale, of the Lonsdale Grain Company. Monthly dinners are to be held, and celebrities of the transportation business of the

country scoured to provide the oratory. Grain men believe that the Traffic Club will have a favorable influence over their own industry, allowing railroad men, of whom many are members, to secure the viewpoint of the grain trade. The reverse also is the case, and it is possible that many difficulties will be adjusted without the aid of the Interstate Commerce Commission.

George B. Ross, Kansas state grain inspector, intends to push his fight on the grain inspection department of the Kansas City Board of Trade, judging from recent developments. The latest charge against the Board of Trade Bureau is one of inefficiency. Mr. Ross is collecting letters from Kansas dealers with the idea of proving that the Board of Trade inspections are not up to requirements. One letter relates the story of John A. Mossman, of Thayer, Kan., who purchased a car of corn from a Kansas City grain company. The latter had the corn inspected by the Board of Trade, which gave it a No. 2 grade, and payment was made on this basis. Later, it is told, Mr. Mossman sent a sample to the Kansas State Agricultural college, where it was graded No. 4. Mr. Ross charges further that the selling company stated that the Kansas department maintained no inspection station at Kansas City, Kan. All of this is interesting only as indicating that the difficulties between the Kansas department and that of the Board of Trade are far from adjusted finally. It is asserted by many grain men in Kansas City, Mo., that the story is far-fetched and merely a solitary example of a possible mistake. There is undoubtedly a strong sentiment in Kansas over the question, however, and some interesting developments are promised.

Edwin V. Phillips, of the Hall-Baker Grain Company, of New Orleans, was a recent visitor in Kansas City. Mr. Phillips is a charter member of the Au Fait Club, which held its ninth annual meeting. Mr. Phillips was one of the chief speakers of the occasion.

Herbert G. Wilson, commissioner of transportation for the Board of Trade, and the Commercial Club of Kansas City, is devoting much of his time to problems of the grain trade at present. Many freight rate cases affecting the grain industry are to be heard during the next month or two, and Mr. Wilson is spending much of his time at Interstate Commerce Commission sessions, as well as others bearing on the grain trade. His recent election as president of the National Industrial Traffic League also threw more work on Mr. Wilson's shoulders.

A Topeka, Kan., newspaper which asked grain men there for opinions on the effect of the Panama canal on that section of the country, reported that grain men were not excited over the results of the opening of the big ditch. The consensus of sentiment was that Topeka and the rest of Kansas would not be affected to any great extent.

[Special Correspondence.]

## MILWAUKEE

BY C. O. SKINROOD.

Some members of the Milwaukee Chamber of Commerce have been attempting to obtain the abrogation of the harsh and unnecessary rule in vogue in the Chicago Board of Trade providing that any member of the Chicago board who trades on any other board where Chicago receipts are deliverable on future contracts, is subject to expulsion. The Department of Justice in Illinois is investigating the legal phases of this rule which is said to discriminate against the Milwaukee Chamber and other boards of trade and some action may result. It is charged that this rule is in violation of the Sherman Anti-Trust Law and this phase of the subject will be investigated by the legal department of Illinois after a conference informally with members of the Milwaukee Chamber, who are interested in having this rule abolished.

Milwaukee has ambitions to expand as a flax trading center and to that end has adopted practically unanimously by vote of the Chamber the Minnesota standards for grading of flax here. Several Milwaukee seed houses are doing an enormous business and the latest move to put flax standards in line with the great market centers of Duluth and Minneapolis is a move to facilitate the ship-

ment and handling of flax at Milwaukee. Ultimately, a large gain in the flax movement at Milwaukee is expected as a result of this action.

The Milwaukee Chamber repealed an old call rule which has been a dead letter for some time, by practically a unanimous vote. The rule had become obsolete and was therefore wiped out.

Samuel W. Tallmadge, who has been a member of the Milwaukee Chamber since 1863, who is known all over the state as a grain dealer and a very ardent philanthropic worker, has just returned to the floor after a serious illness of several weeks. Mr. Tallmadge is one of the real pioneers of the Milwaukee Chamber, having worked in it for a full fifty years. Genial "Sam" is one of the figures in the Milwaukee Chamber with a strong personality and a host of friends.

C. W. Schneider and F. C. Reynolds represented Milwaukee Chamber of Commerce as delegates to the National Rivers and Harbors congress at Washington at the New Willard Hotel, December 3 to 5. The Milwaukee Chamber has always evinced a very keen interest in river and harbor problems and never loses an opportunity to be represented at such gatherings.

Secretary Plumb of the Milwaukee Chamber has drawn a careful diagram of the business organization of the Chamber which gives a birdseye view of the official structure, from president down to the committees and minor employees. This chart will be inked on a large cardboard sheet and mounted and posted on the main floor of the Chamber so that members can tell at a glance who must be seen to have business transacted. This chart is based on the idea of municipal research bureaus showing the organization of city government down to the most minute details.

Wisconsin is not accounted one of the great corn states, being some distance north of the great corn belts of Illinois, Iowa, Missouri and Kansas, but phenomenal yields can be harvested in the state, judging from a corn contest in Janesville, Wis., which was of considerable interest to the Milwaukee Chamber and corn growers generally. The *Janesville Gazette* conducted this contest in Rock County, each contestant being required to raise a full acre of corn from purebred seed, which was weighed up carefully at husking time late in November. There were fifty contestants, mostly boys under twenty years of age, who had had no scientific training in agriculture, and yet first prize went to Frank W. Benedict, near Beloit, who raised 109.7 bushels, a phenomenal yield. The ten highest contestants, all of whom received prizes, had yields of more than 90 bushels an acre each and only one of the fifty contestants raised less than 50 bushels an acre, while the average yield from the state is much less than 50 bushels per acre. Profits, after deducting labor, were 40 to 50 dollars an acre, which was no less than remarkable.

The Wisconsin Bankers' Association, under the lead of Secretary George D. Bartlett and Banker J. R. Wheeler, Columbus, chairman of the crop improvement committee, are just closing up sixteen crop contests held in as many counties of the state in the season of 1913. Each crop contest covers two years, the first year being a show of all the county's products usually held at the county seat in which prizes are awarded by the local bankers, each exhibitor receiving purebred seed for next year's crop. The following year this seed is used for new contests, and late in the fall a rally day is held in the largest opera house at the county seat in which the products of the seeds are shown for prizes and a general rally for farmers is held with speakers from the Wisconsin college of agriculture, music and entertainment by local forces, and great enthusiasm is aroused for better farm methods. The bankers expect to cover 24 counties with these two-year crop contests next year and ultimately the whole state will be covered. After the state bankers' association runs the plan for two years, the local bankers almost invariably take up the work and keep the contests going year after year.

The Supreme Court of Wisconsin passed on a grain case, *Kasuba vs. Blodgett*, which has brought a flood of letters to the Milwaukee Chamber of Commerce. All sections of the country want to get more information on this case, as it is believed that the verdict strikes at the heart of the legality of all trading in grain futures. The commission company charged that their customer sold short and failed to make up the margin when called for, the trade was closed out and the commission company sued the customer for losses. The customer plead that he intended to gamble and the court held that where one side had a gambling intent no damages could be exacted. According to George W. Shepard, Milwaukee, who is probably as well versed in trading in grain futures as any broker in the United States, the crux of the whole matter is that the



broker or customer would have been compelled to deliver the grain if the contract had been left open and that therefore there seems to be no proof of gambling intent by either of the parties concerned. Mr. Shepard points out that the public animus against trading in grain futures is because the trades are cleared by settling differences and that the last man must deliver the grain. He suggests that this is precisely what is done in clearing bank checks at the clearing house. Only differences are paid and the same principles apply to the grain business.

\* \* \*

Runkel & Dadmun handled the largest car of barley that ever came to Milwaukee, containing 2,528 bushels and 46 pounds. September 23 Karger Bros. received a huge car of barley with 2,456 bushels and 2 pounds. The prize car for size came from South Dakota, loaded on the Union Pacific line equipment.

\* \* \*

Wallace M. Bell, A. K. Taylor, H. M. Stratton, D. G. Owen and Charles A. Krause were appointed by President Donahue as delegates of the Milwaukee Chamber to the Federal Supervision Conference of the Grain Dealers' National Association at Chicago December 8. The sentiment of the Milwaukee Chamber appears to be that government regulation of corn grading, according to the six-grade plan, might be a good thing but that Federal inspection is not desirable. There is also a feeling that all grain dealing should have nothing to do with the pure food law, as grains logically have no connection with punishing the various forms of adulteration against which the pure food and drugs act is aimed.

\* \* \*

G. H. Miller of the Grain Shippers' Protective Association, who visited Milwaukee recently, reports that there is very little tampering with grain cars here after the railroad employees were asked to show greater vigilance. The Milwaukee Chamber is also greatly interested in applying the new Federal law to grain thieves. An offense against interstate commerce with penalties imposed by the United States is likely to cause more fear in the hearts of would-be offenders than the present lax local laws.

\* \* \*

Milwaukee grain men have advised their shippers that great wastes of grain are resulting from dirty cars. Corn for meal and other instances of losses from filth have been so numerous that shippers have been urgently advised to see that cars are scrupulously clean before they are loaded.

\* \* \*

The Milwaukee Chamber has been considerably agitated over the question of charging commission for cars that are reconsigned from one broker to another, either here or at Chicago. The committee on rules has had several sessions on this question, but up to this time has not reached a verdict. Some brokers argue that after they have labored to sell a car they are entitled to their pay even if the deal is not completely consummated. Another more liberal contingent of the Chamber argues that a double commission for cars changed from one dealer to another would give Milwaukee a black eye. It would interfere with the free shipment of grain here and would ultimately militate against Milwaukee as a great grain trading center and would prevent the shipper from placing his grain where he can do it to the best advantage.

\* \* \*

The Milwaukee Chamber has a report of the probable building of another huge elevator here on the Kinnickinnic basin. Traders point out that the Milwaukee grain business is gaining so fast that more room for grain here is imperative. They also suggest that the elevators here are owned by railroads and leased to private firms. This deprives the grain trade of public elevators, the building of which should be a very profitable opportunity for the employment of capital.

\* \* \*

There have been quite a number of improvements to Milwaukee elevators, also a new elevator built by the P. C. Kamm Company, which is expected to be in use by January 1. The structure has a capacity of 250,000 bushels and is fireproof in every respect and modern in every detail. The receiving and shipping capacity is 6,000 bushels an hour.

\* \* \*

The Rialto Elevator Company spent \$15,000 for a new set of garners and for a larger scale capacity so that the plant can handle 50 per cent more grain than before.

\* \* \*

The Donahue-Stratton Company has completed a remodeling of its elevator property at a cost of \$35,000. New track scales, a Hess Drier, an oats purifying plant and a Morris Cooler are among the extensive improvements made.

\* \* \*

The Milwaukee Chamber will send a special train through Wisconsin for about 600 miles, which will preach crop improvement to the farmers. The

Chamber will have speakers telling of the benefit of the grain exchanges and how grain is handled for marketing. The college of agriculture at Madison will have expert instructors on crops on the train and samples and appliances for grain teaching will fill several cars. This is one of the most ambitious programs for grain teaching ever attempted by the Milwaukee Chamber.

[Special Correspondence.]

## CLEVELAND

BY JOHN D. RARIDAN.

With the close of navigation on the Great Lakes, Cleveland and Ohio grain dealers record a remarkably successful season. Had it not been for the early November storm, that put an unexpected halt

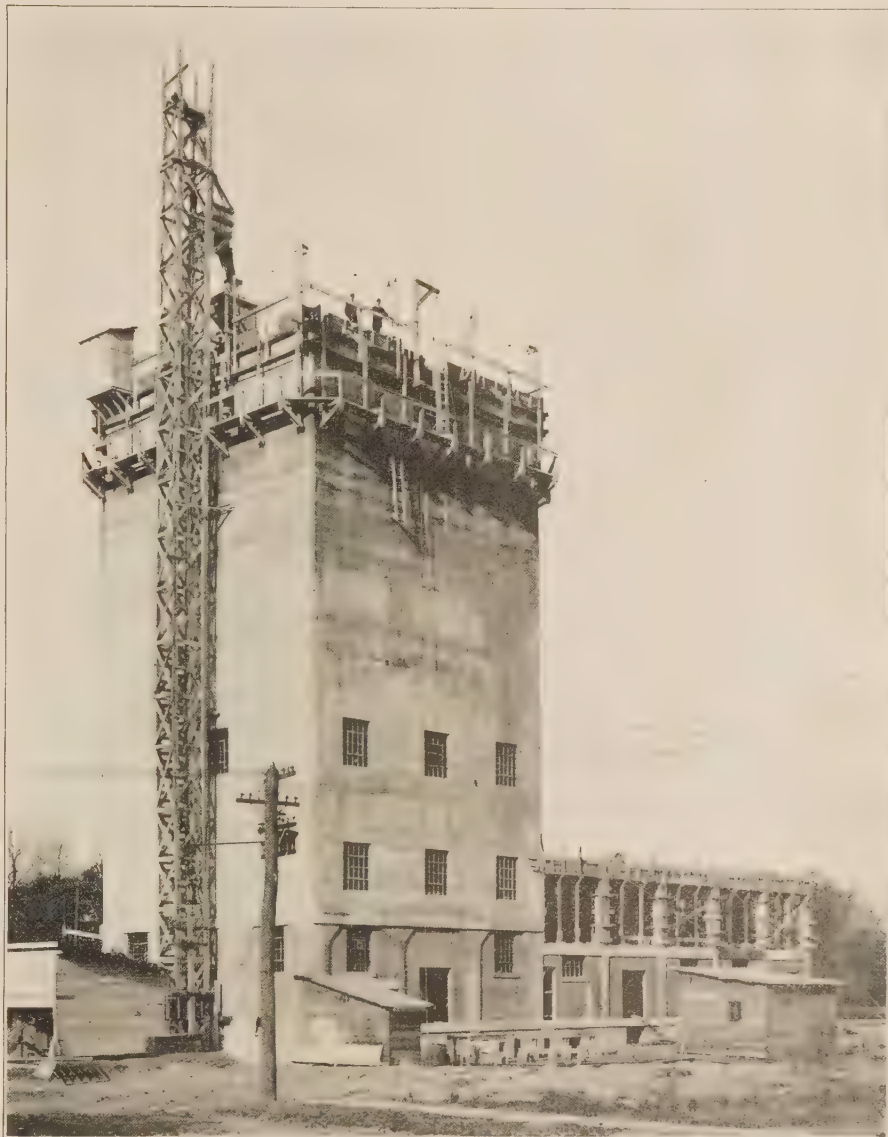
Horn, operating a hay warehouse in connection with the Schug & Horn Elevator. When the fire started the elevator was saved, but the warehouse and its contents burned. The plaintiffs ask \$5,800 damages.

\* \* \*

Two grain elevators at Painesville were broken into and robbed recently, though nothing of real value was taken. The Painesville Elevator was entered as was the Nickel Plate Mill.

\* \* \*

The Fostoria Commercial Club came to the front in behalf of the Fostoria Grain Company recently in demanding that the city lay pipes for water and sewage. Six weeks elapsed after the council authorized the piping before any action at all was taken, and it took the Commercial Club's suggestion then to bring about results. According to the club the



PRESENT APPEARANCE OF THE NEW LAKE SHORE ELEVATOR AT CLEVELAND, OHIO

on vessel movements, Cleveland elevators would have had a great deal more in storage. As it is, however, they are well supplied. Among the last charters to make the trip from Fort William, Ont., were two boat loads to Fairport. Two cargoes arrived the latter part of November and were deposited at the Richmond Elevator in Painesville.

\* \* \*

The Goemann Grain Company at Mansfield, Ohio, received its first shipment of Canadian oats the latter part of November. The grain is shipped in bond and is opened under government inspection before it can be cleaned and reshipped.

\* \* \*

At the recent city election, Cleveland voted a bond issue of \$850,000 to cover construction of a new high level bridge to be known as the Brooklyn-Brighton bridge. As projected the structure will run straight through the property of the Gates Elevator Company.

\* \* \*

The question of whether the Wheeling & Lake Erie Railroad is responsible for a disastrous fire which occurred in Monroeville, Ohio, several years ago was put up to the courts of Huron County in the case of the Miller Bay Company against B. A. Worthington, who was receiver for the road at the time of the fire. The Miller Hay Company was at that time composed of Messrs. Miller, Schug and

Fostoria Grain Company has an investment of more than \$30,000 and it did not cost the city a cent to secure it. All the company asked was that water be piped to the plant.

\* \* \*

The Cline Seed and Feed Company of Cuyahoga Falls is affected by the recent transfer of the building in which it is located. The George H. Tift building was sold to A. P. Schelenberger and though the Cline Company holds a lease that will expire shortly, the new owner is said to have arranged to take care of his tenants until spring.

\* \* \*

The Big Four Milling Company of Cleveland has increased its capital from \$25,000 to \$50,000 through extension of its business and plans for improvements.

\* \* \*

In line with its recent addition and improvements the Lake Shore Elevator Company of Cleveland has increased its capital from \$20,000 to \$50,000. Manager Hart notes a remarkable increase in business in this over last season.

\* \* \*

Steele & Payne, hay dealers of Black Beauty, W. Va., instituted suit in common pleas court at Marengo, Ohio, against T. W. Babcock of Marengo. The plaintiffs claim that when they received a bill for a carload of hay purchased from the defendant,



the defendant deducted \$45 for freight and that the freight was \$66 when they went to settle with the railroad after paying for the hay. The case has been carried up from a township magistrate's court.

\* \* \*

Burglars entered the office of Herbert M. Baldwin, flour dealer at 14727 St. Clair Avenue, Cleveland, recently and, after rifling the safe, fled with its contents—just 75 cents.

\* \* \*

Changing its name from the F. O. Diver Grain Company of Middletown to the F. O. Diver Milling Company, the concern schedules an increase of capital from \$15,000 to \$75,000. Improvements and extension of business is contemplated to make the company one of the strongest in the state.

\* \* \*

The Burrell Engineering and Construction Company is constructing a new concrete elevator for the Amendt Milling Company at Monroe, Mich. It will have 80,000 bushels' storage.

\* \* \*

The I. T. Fangboner Company, owners of the Flatrock Elevator, near Bellevue, on November 20 commenced extensive improvements on the interior of the plant. New machinery was installed, during which the elevator was closed down.

\* \* \*

George E. Schroth of Tiffin was appointed trustee of the defunct Sycamore Milling Company at Sycamore. Three other candidates sought appointment.

\* \* \*

Ray Gill and Wilson Baker have rented their elevator at Richwood for a period of two years and will go to California and may engage in some other business during the Panama-Pacific exposition.

\* \* \*

The Van Wagener Elevator at London, Ohio, has just completed buildings and installed machinery to double its capacity. Manager John B. Van Wagener is handling the bulk of the crop in the vicinity of London.

\* \* \*

The Cleveland Milling Company received early in the month a 500,000-bushel cargo of wheat, shipped from Duluth. The output of the elevator for the year exceeds 2,600,000 packages.

\* \* \*

Built by the latest devised slip-form method the new concrete elevator for the Lake Shore Elevator Company is fast nearing completion at East 99th street and Lake Shore tracks, Cleveland. The Burrell Engineering and Construction Company is handling construction and promises to turn the elevator over to Manager Hart by February 15. Work was started August 4 but the builders were held up by the storm that swept Cleveland the early part of November. It took just twenty days to pour the 110-foot walls with the slip-forms working day and night. A warehouse adjoining the new elevator is 42x70 feet and this was built in conjunction. The new addition will be used principally for shipping business and is equipped to handle 100 tons of horse and dairy food and 50 tons of chicken feed a day. Equipment soon will be purchased and installed and will include scales, grinding, grading and mixing machinery, electrically driven power apparatus and such relative machinery.

\* \* \*

Yeggmen cracked the safe at the Blake & Harper Flour Mill at Dexter City November 18 and escaped with what money there was in the cash box. Nitroglycerine was used to blow open the safe. Luckily the officials of the mill had banked a large sum of money the day before the robbery and lost but a small amount of cash.

[Special Correspondence.]

## CINCINNATI

BY JOHN S. DOBBS.

The grain trade is only a small part of the membership of the Cincinnati Chamber of Commerce and at this season of the year there is always some anxiety expressed by the members of the Grain and Hay Association as to how many representatives they will be able to elect to the Board of Directors at the annual election which takes place during the early part of January. The terms of office for the two grain representatives on the Board, E. A. Fitzgerald and C. E. Nippert, terminate at the next election and at the present time it is a matter of speculation as to who will be their successors.

\* \* \*

At the recent meeting of the Hay and Grain Association, F. F. Collins was sent as a delegate to represent the Cincinnati market at the Grain Dealers National Association conference at Chicago.

\* \* \*

During the latter part of November and the early part of this month the local dealers have suffered severe losses, because of the corn getting out of condition during the warm rainy weather, but during the past week the weather conditions improved and this has brought about a better feeling and

only the most timid dealers are now hesitating to take hold of corn at present prices and business in general is satisfactory.

[Special Correspondence.]

## INDIANAPOLIS

By F. J. MILLER.

Indianapolis is half way along in December and is far behind its average in receipts and shipments of corn, which is now engaging so much of the attention of the elevator men and millers. Until the last week there had been no weather cold enough to help the corn crop along. Rains and dull weather generally had left the corn wet and soggy, not in a position to require a satisfactory price after inspection and liable to mould if put away in elevators. A computation just completed by W. H. Howard, secretary of the Indianapolis Board of Trade, shows that the receipts in Indianapolis in November were 1,000,000 bushels short of those of November, 1912, being not more than two thirds of the amount received then.

In spite of the short crop in southern Indiana and in the great corn states to the west of this state, Indiana corn has for the most part compared well with that of the rest of the country. Many grain men declare that Indiana and Ohio corn just gathered is as good as there is anywhere this year, and that for that reason many elevator men in the country are holding it as long as possible and for as good a price as they can get.

With the colder weather beginning December 8, receipts began to pick up somewhat here and two weeks of freezing weather should produce a very good run of fair grade corn.

Continued rains during the last week in November and the first week of the present month retarded to a great extent the gathering of the last of the corn crop. Fully five per cent of the crop in Rush county was in the fields when the month opened. The market price at that date advanced from 55 to 57 cents, a record high price mark for that time of year. Around Clayton much corn had to be abandoned during husking and spoiled on the ground. The same was true around Gosport, where the crop was short because of the summer drought.

In Rensselaer the elevators were obliged to shut down for a few days because corn was so wet that it would not shell without considerable loss. The elevator men announced that they would take only a limited amount until a freeze occurred to dry out the corn.

Henry County farmers took advantage of the dry weather when it came, imported extra hands and worked from daylight to dark getting in their corn. The crop as a whole was big and fine there, its money value easily exceeding that of the best years in the past.

\* \* \*

As a result of a co-operative movement which began some time ago at Frankton, Ind., and which attracted many farmers in nearby townships, a co-operative elevator company has been formed with one hundred and forty farmers as stockholders. More than \$8,000 was subscribed at the first meeting. The merchants of Frankton encouraged the move by giving the farmers a free supper when they held a later meeting to perfect their organization and discuss whether they should buy or build an elevator. Charles E. Eckerle, who has organized many co-operative companies in the middle west, went to Frankton from Chicago and helped the incorporators. W. R. Butler, county agent, is working with the farmers in the perfection of their plans. Charles E. Barrack and James Pierce, two of the most active farmers in that region, have been prominent in the organization work.

Offers have already been made to the new organization by the elevation men of Frankton, who wish to enter into some sort of an agreement with them. Only five shares of stock are sold to any one farmer. It is proposed to include all the farmers in Madison county. This is the third company of the kind organized in Indiana.

\* \* \*

Indianapolis grain men to a certain extent felt the effect of both strikes. Their business did not receive the blow which fell on many merchants, however. Railroad traffic was not interfered with except as shippers for a few days were not able to do much work which called for the use of wagons. General teaming was also suspended, but the grain men went on with their business much as usual.

\* \* \*

The Indianapolis Board of Trade co-operated effectively with the Chamber of Commerce during the recent strikes of the street car men and the teamsters in bringing the business men's views before the unions and the public. Although Mayor Shank, who afterwards resigned, supported the thirty-three patrolmen who refused to obey orders during the street car strike and were up for trial, the Board of Trade was very outspoken in its condemnation of the insubordination of the men. Formal resolutions were passed by the board of governors, demanding that such conduct be treated

more severely. After Mayor Shank's resignation and the appointment of a new police superintendent, the Board of Trade men were actively engaged in supporting the police and officials in the maintenance of law and order.

\* \* \*

Levi L. Johnson and his son, Homer E. Johnson, well known grain dealers of Goshen, Ind., have been indicted for alleged violations of the postal laws in what Federal officials declared was a pretentious scheme to defraud grain and hay dealers in several states. The indictments were returned separately by a Federal grand jury in Indianapolis, and as soon as the two men heard of it they came here with their attorney, S. C. Hubble, and surrendered to United States Marshall Schmidt. They gave bond to the sum of \$1,000 each to appear before Judge Anderson in the United States district court December 16. Separate indictments were returned against the two men.

The firm of Johnson & Son is composed of J. J. Johnson, who is about 80 years old, and his son, L. L. Johnson. They have been in business for about twenty-five years. Originally L. L. Johnson's son, Homer E., was also a member of the firm, but he withdrew and is at the head of the Interstate Grain Company of Goshen, which is supposed to be an entirely separate concern. Many lawsuits have been brought against the Johnsons.

The charges against the two men came within the jurisdiction of the Federal government, because it was alleged that they had used the mails to carry on the transactions involved in the case. Various schemes were employed by the two men, according to the indictments. Several counts specify instances in which they used the mails to solicit the purchase of hay in carload lots and after receiving the hay refused to pay for it. It is also charged that they overestimated freight charges on carload shipments of hay. The indictments declare the invoices contained the statement that: "As all cars are weighed in transit after shipment has gone forward and freight collected accordingly, it is not possible for us to figure the actual amount of freight that will be charged. We deduct amount shown in invoice, and should the freight be more send us the original paid freight bill and we will remit the difference at once."

The indictments set forth numerous instances where the amount deducted in the invoice was less than the actual amount of freight charged. A draft would be drawn on the buyer, it is alleged, for the net amount shown in the invoice, and made payable to the Johnsons. The draft would be attached to a bill of lading and sent to a bank in the city where the buyer lived. It is charged that after the buyer would pay the draft to get the bill of lading so that he might obtain the hay the Johnsons would fail to remit the difference in the freight charges.

Another scheme charged in the indictment is this: They would buy hay from farmers in various parts of the country and instruct them to ship it f. o. b. to a consumer whom they would designate. Then they would take the invoice sent by the farmer and change the figures so that the weight of the hay would be greatly increased, and demand payment from the consumer on the "doctored" invoice.

The six counts against Levi L. Johnson and the one count against Homer E. Johnson deal with transactions involving persons in Ohio, West Virginia, Michigan, Minnesota, Connecticut, Wisconsin, Pennsylvania, Maryland, New York, Massachusetts, Illinois, Virginia and Florida. Forty-three witnesses were examined by the grand jury before the indictments were returned.

\* \* \*

Nine men employed in the construction of the Goodrich Brothers Elevator at Winchester were arrested recently after a drinking bout and a fight with policemen. One of the men was shot in the arm before the trouble ended.

\* \* \*

A queer entry was recently made on the books of the Blanton Milling Company of Indianapolis, when \$30 was credited to the "conscience fund." George G. Doran, manager of the company, received that amount through the mail, accompanied by a single typewritten sentence, "Please credit to conscience fund." Mr. Doran had no idea where it came from.

\* \* \*

Sol Gladish, a farmer living near Petersburg, Ind., was caught in a corn shredder recently and stripped of his clothes before the machine could be stopped. Fortunately a few minor injuries and a bad scare were all he received.

\* \* \*

Joseph Hoffman, formerly an elevator foreman in the employ of the Evans Milling Company, has sued the Indianapolis Union Railway Company for \$50,000, as the result of an accident in the milling yards, where a string of six cars passed over him, cutting off his left foot and part of his right foot.

\* \* \*

Robert F. Everroad, of Columbus, Ind., an officer of the Columbus Milling Company, died at his home December 4, aged 57 years. He had served two



terms as a member of the school board and at the time of his death was an applicant for the position of postmaster. He was twice married and is survived by a widow, two children and three brothers.

[Special Correspondence.]

## PHILADELPHIA

BY E. R. SIEWERS.

The grain and commercial interests of Philadelphia have been pointing with pride and great éclat to the going abroad of the largest single cargo of wheat which ever left this port, which was to be loaded on the big Norwegian tramp steamship, *Tellus*, and bound for Rotterdam, the estimated amount to be 430,000 bushels. The consignors were Norris & Co. of Chicago, who have regular established headquarters in the Bourse building and recently became members of the Commercial Exchange. Regarding the event as a wonderful object lesson in the line of extensive export business that was about setting in, the trade were treated to a boomerang rumor that some unknown individuals in high authority had advised Captain Neilson of the *Tellus* that his ship was too large to dock at

the port of Philadelphia have not been satisfactorily made out or proven, and while there is much talk going on the investigation on all sides, which was quite thorough, seems to have culminated in the old-time Scotch verdict, "not proven," and what is more than likely it never will be.

\* \* \*

Thomas C. Ralston of the grain and feed firm of S. F. Scattergood & Co., 469 Bourse, has been admitted into the membership of the Commercial Exchange.

\* \* \*

Donald McKay, for a time associated with the prominent malt and grain firms here of Brooke and Pennock, has taken out a certificate of membership in the Commercial Exchange and with Ed Richardson in the flour and grain trade will make the fur fly this winter.

\* \* \*

Special notices were posted on the grain floor bulletin board, announcing the sudden death of William R. Gregory, of Montclair, New Jersey, 58 years old, from injuries caused by being run down by an automobile in the night time while crossing the street near his residence. He was the leading spirit in the "Bakers' Review" and "Amer-

were distributed, Pennsylvania, New Jersey, Maryland and Delaware being fully represented in the exhibits which were tastefully arranged in continuous racks, lined with blue, the golden yellow corn combining in making up the city colors of blue and gold. As the Bourse building extends from Fourth to Fifth street, the breadth of an entire square, the long rows of the finest specimens of corn as grown was an object lesson of agricultural expansion. Anywhere from 700 to 1,200 special exhibits were placed for examination. Friday was Corn day, the Ohio Prize Corn Growers' Association, two thousand in number, by special train arrived in the city and visited the corn show and a special prize was awarded them for their specimens of corn grown in the Buckeye state.

\* \* \*

C. W. Wagar & Co. made a fine display of gluten, and concentrated feeds, as well as dried brewer's grain, which was one of the centers of attraction.

\* \* \*

Alfred E. Duncan, a member of the Commercial Exchange and president of the old Franklin Fire Insurance Company of this city, died at his Overbrook home, aged 49 years.

\* \* \*

There will be few changes made in the grain firms here at the close of the year.

[Special Correspondence.]

## TOLEDO

BY E. F. BAKER.

Grain receipts on this market are extremely light and it is believed that considerable wheat is being held back by Northwestern Ohio farmers. This same condition prevails as to oats as well as wheat. It is generally believed here that the cause of this withholding of wheat and oats from the market by farmers in this section is the prevailing low prices which are declared to be the direct result of the large amount of Canadian grains finding their way into this port and being held at lower prices than native grains, since the tariff revision went into effect. During the past week three cargoes of Canadian wheat found their way into this port and are to be held here in winter storage. These three cargoes aggregated 708,000 bushels. As many of our winter wheat mills are now grinding spring wheat, it is possible that this wheat may find its way into the local mills. In any case, it has caused a depression in the market and farmers are loath to sell, especially when they do not need the money, when prices are down. The corn movement has also been delayed owing to the damp weather which has prevailed here for more than a month past, making it impossible to remove corn from the cribs without material deterioration.

During the past week receipts aggregated 756,000 bushels of wheat, 164,400 bushels of corn, 25,600 bushels of oats. The shipments amounted to 35,100 bushels of wheat, 91,700 bushels of corn and 46,900 bushels of oats. Cash wheat is quoted here at \$1.01½, cash corn 71-71½ and cash oats 43½ and 43¼.

\* \* \*

Secretary John F. Courcier resigned his position as secretary of the National Grain Dealers' Association, a position which he has held for the past decade, and Charles Quinn, of Toledo, who has been connected with Mr. Courcier's office for some time, appointed to succeed him. Arthur W. Gratop, who has been chief clerk at the headquarters of the association here, has been appointed assistant secretary. The meeting was held at Chicago, December 8-9, at which time the new government corn grades were discussed.

\* \* \*

There was a meeting of the Tri-State Produce and Dealers' Association at the Boody House, Wednesday afternoon, at which time the principal matter up for discussion was the recent discontinuance of the call board on the floor of the local Produce Exchange. The discontinuance of the call board was found to inconvenience the members of the organization. F. O. Paddock, president of the Toledo Produce Exchange, appeared before the meeting and explained the reason for the discontinuance of the call board. Mr. Paddock stated that a legal point was involved and that such a call board could not be operated without violating the Sherman anti-trust law or the Valentine anti-trust law, since in getting together in the making of the price of the various products at the opening of the market each day, the members were placing themselves liable to prosecution for violating the point which states that no two, nor more than two, men can agree upon a price to charge a buyer if they are connected with two separate and distinct firms, without making themselves liable. The discontinuance of the call board raised the question of what would be a fair basis for the making of the price which should be paid the farmer for his grain, since formerly the dealers in Ohio, Indiana and Michigan, who are members of the tri-state organization, took the call bids as a basis. It was decided after much discussion to have secretary Riddle, of Lima, in issuing his daily report take



THE BIG STEAMSHIP "TELLUS" DOCKING AT THE OLD GIRARD POINT ELEVATOR, PHILADELPHIA

the Girard Point Elevator for the loading of such a big cargo of grain.

It did, however, receive 248,000 bushels at the Girard Point plant, and then shifted up to the Port Richmond Elevator where the vessel took in the balance of this master cargo, which in a way appeared to confirm the report which startled the Rialto, that because of the size and draft of the *Tellus*, it would be absolutely impossible to load the full complement of grain at the old Girard Point Elevator, as the new 1,000,000-bushel elevator and its surroundings is not quite ready for working yet. The depth of the Schuylkill River at this port and the length of the pier, it was said, would not permit the *Tellus* to receive a proper dockage, neither so great a single cargo of grain, the vessel being 440 feet long, 28.2 feet deep, with a 60-foot beam, and a tonnage of 7,396.

The steamship got away at last with some 405,000 bushels of wheat and upward, when the most extravagant rumors circulated on 'Change, which seemed to militate against the Pennsylvania railroad authorities and methods, that control the Girard Point plants, and in a manner favored the Port Richmond Elevator interests of the Philadelphia and Reading Railroad Company along the Delaware river.

Vice-President Dixon of the Pennsylvania railroad demanded an immediate investigation in a ringing public pronouncement. President Sans of the Commercial Exchange called a special meeting of that body and every grain man of consequence was sworn, from the head of the grain committee and chief grain inspector down, as well as the most important shipping and traffic representatives, and though it was tried to reach Captain Neilson of the big ship *Tellus* by wireless telegraphy, a cable later on announced that he had reached Rotterdam, Holland, safe and sound with his ship load of grain. As yet these disturbing charges of detraction against

ican Hay, Flour and Feed Journal," published in New York City. He had many warm friends here and years ago was on the staff of the "Northwestern Miller," in Minneapolis.

\* \* \*

The indictment of the United States grand jury, six in number, covering from fifteen to eighty counts against the Pennsylvania railroad, Keystone Elevator and Warehouse Company, and L. F. Miller and Sons, for freight rate discriminations and alleged rebates and advantages derived in trade, thus far have failed to bring about the first symptoms of nervous prostration upon the accused. It's an old story pretty well threshed out, with indictments and counts so numerous as to spread out as far and wide as the big seine shad net in the Delaware river, which usually at the first few hauls catches several pairs of discarded shoes, and a busted market basket or two, together with a superannuated corset, and pompadour hair bang.

The amount of money involved in the entire transactions amounting to several hundred dollars, claiming to be fifty-five violations, out of more than twenty thousand shipments, including a period of two years, which the defendant claims were errors by the clerks, if any made in violation of the freight tariffs, and so unintentionally, which it is expected will be fully and satisfactorily explained at the proper time.

\* \* \*

Superintendent of the wharves and docks department of the city is now completing plans for the erection of twelve modernly equipped piers along the Delaware and Schuylkill river fronts.

\* \* \*

The Corn Exchange National Bank Corn Show and Agricultural Conference, which was held on the main floor of the Bourse from December 4 to 6, inclusive, was a great success and \$1,250 in prizes



the closing prices of Toledo and several other of the markets and from that make a price that should be fair. A number of the members of the Toledo Produce Exchange were in attendance. Officers present at the meeting were: Secretary T. P. Riddle, of Lima, Ohio; Treasurer D. R. Risser, of Vaughnsville, Ohio.

\* \* \*

President F. O. Paddock, of the Produce Exchange, David Anderson and H. W. DeVore attended the hearing before the Interstate Commerce Commission at Buffalo concerning the freight rates imposed by the railroads upon Toledo grain shippers.

\* \* \*

It took seven special trains to carry the 2,000 boys and girls known as "the corn boys and girls" on their trip to Washington following the contests. Every boy in the bunch succeeded in raising twice as much corn on an acre as his father has been raising. Some of them raised three times as much. Arnett Rose was the grand prize winner and produced exactly 131.7 bushels of corn on his test plot with its 18-inch border. This boy lives at Alger, Ohio. There were 300 girls in the party.

\* \* \*

A. W. Boardman, prominent Toledo grain man has been selected by Mayor-elect Carl Keller to act as director of board of public service. The honor came unsolicited and was a surprise to Mr. Boardman, who gladly accepted both the honor and the responsibility of the position. He is pledged to do everything in his power to make of Toledo a better city.

\* \* \*

A notice was recently posted at the Toledo Produce Exchange to the effect that in future the East side Iron Elevator Company will take new corn only at owner's risk and will not be responsible for its condition. This notice was the result of the unusual amount of dampness found in new corn, which has a bad effect on its storage qualities.

\* \* \*

It was reported recently that over a million bushels of grain have been stored in Toledo this fall and a member of the local Produce Exchange is responsible for the statement that as much more could be stored here but for the reluctance on the part of dock owners to lease them, fearing damage from ice gorges in the spring. For this reason much grain that would otherwise be stored here is being transferred to Sandusky, Ohio.

\* \* \*

Henry L. Goemann, president and treasurer of the Goemann Grain Company, recently made a talk on "The Tariff," before the members of the Toledo Transportation Club at their noon-day luncheon, at the Boody House.

[Special Correspondence.]

## BUFFALO

BY ELMER M. HILL

With the removal of the buoys and other aids to navigation on the great lakes, the 1913 season of navigation is rapidly being brought to a close. Lying behind the Buffalo breakwall is one of the largest fleets of grain carriers ever assembled in any port in the world. Partial statistics compiled by the customs house indicate grain receipts for the nine months of navigation will exceed all previous years.

Total grain receipts at Buffalo elevators for the eight months of the present season have been 148,941,911 bushels, as compared with 123,837,869 bushels for the corresponding period of last year and 102,353,878 bushels for the corresponding eight months in 1911. Not since 1898, the record-breaking year, have receipts been so heavy. For the corresponding eight months in that year receipts were 193,778,965 bushels.

Statistics for the month of November show total grain receipts of 26,784,726 bushels, of which amount 20,278,907 was wheat, 488,500 corn, 2,986,013 oats, 2,646,350 barley, 422,290 sacks of feed and 1,288,530 barrels of flour. The flour receipts are not figured in with the grain receipts for the month, but figures show that grain receipts added to flour receipts show a total of 32,783,696 bushels.

All of the Buffalo elevators are filled to their capacity and grain carriers for prompt unloading are being held from five to eight and nine days for elevator space. The bulk of the grain now being received, however, will be held in bottom storage for the winter. Most of the vessels are lying at the breakwater, as dock space in the inner harbor is practically owned by the line boats.

There has been no serious shortage of cars at the elevators during the present busy season, as the main difficulty has been in securing sufficient storage space for the grain so as to unload it. Sales are slow and practically all shippers and brokers take advantage of the limit set for storing grain without charge.

That there is an urgent need for the construc-

tion of another grain elevator in the Buffalo harbor is now more apparent than at any time previous. It is rumored in grain circles that a number of Canadian capitalists are looking over available sites along the Buffalo river and Blackwell canal for an elevator of approximately 5,000,000 bushels capacity. It is believed the men are Montreal financiers.

The gale which swept the entire great lakes district during the latter part of November caused a great loss to grain shippers and vessel owners at the important centers. Only one grain carrier, the James Carruthers, carrying 400,900 bushels of grain was a total loss in the storm. The Carruthers was lost in Lake Huron. Her cargo was insured for \$350,000.

An unusually large number of grain carriers were damaged, however, in the storm and several arrived in the Buffalo harbor with hatch covers missing, deck houses battered and holes in their sides and one boat arrived with her rudder missing. She was towed down the lakes and placed in dry dock in Buffalo.

Grain carrying rates on the lakes were steady all season and they reached the highest figure during the latter part of November, when three cents was offered for boats from the head of the lakes to Buffalo for prompt unloading and then the shippers were forced to give a dispatch guarantee of almost \$300 a day for every day the ship was held in port at Buffalo after a certain period of time.

Winter storage rates for grain held in bottom are about on a par with last season, the boats receiving about 3.5 and 4 cents. Fewer large boats are in port this season than in former years, many of them laying up at Lake Erie side ports, where insurance is lighter and where they have inside dock space instead of lying at the outer breakwater in the Buffalo harbor all winter where they are exposed broadside to the full sweep of the lake.

\* \* \*

That Buffalo and Erie County are in the vanguard of the movement for bettering agricultural conditions generally throughout the country is shown in a letter received by the officers of the Corn Exchange from the Corn Exchange National Bank of Philadelphia, which conducted a corn show and agricultural conference in the forepart of December. Several Buffalo and western New York grain and elevator men attended the sessions of the conference and witnessed the exhibit. Invitations to the gathering were received from the officers and directors of the Philadelphia show by practically every grain merchant in the city.

\* \* \*

Cyrus C. Lewis, manager of the Lewis Grain Company, in salvage and sample grain dealers, filed a voluntary petition in bankruptcy in United States District Court in Buffalo, in which he schedules liabilities at \$31,484.49, with no assets. Most of the creditors hold unsecured claims. The Marine National Bank of Buffalo is a creditor to the extent of \$22,292.56, and L. W. Forbell Company, of New York, is a creditor to the extent of \$6,581.34, and Dudley Irwin, another Buffalo grain merchant, is a creditor to the extent of \$1,273.35. The outstanding bills are mostly claims on notes and grain storage.

The only asset of Lewis is an insurance policy on his life for \$5,000. The first meeting of creditors will be held before Referee James W. Persons in Bankruptcy Court for the western district of New York. Mr. Lewis is a member of the Buffalo Corn Exchange.

\* \* \*

Extensive harbor improvements are planned by the state and national governments in Buffalo to accommodate the increasing grain traffic at the elevators. The state will start work this winter on the Erie basin terminals to cost approximately \$5,000,000. Bids are now being asked for and some of the dredging work will be well under way by spring. The improvements consist of two concrete piers, one 650 feet long and the other 450 feet long, extending out into the Erie basin from the east shore line. The basin will be dredged to a depth of 23 feet.

Bids will soon be advertised for the work of improving Buffalo river from Abbott Road to Seneca Street, thus opening to navigation a new stretch of this stream which has never been developed. Most of the big grain elevators are located on this river, but nearer the river entrance. It is estimated the contracts for the work will aggregate \$250,000. With this channel deepened to twenty-three feet and concrete wharves constructed along the river, grain carriers will not be forced to go into ordinary at the dangerous breakwater, but will be able to secure inside berths along this stream. The property on both sides of the river will increase in value and will form available sites for the construction of grain elevators that are now needed to handle the congestion during the rush season.

Among those at a recent hearing before the rivers and harbors committee of the common council on the matter of constructing a bascule bridge over Peck slip connecting the Buffalo River with the City Ship canal at the Eastern grain elevator

were William J. Warwick, representing elevator interests and Edward Mitchell, who is interested in the Dakota elevator property on the City Ship canal. Mr. Warwick explained that the turning table of the Dakota elevator would be cut off if the bridge was constructed and the loss to the elevator would be 25 or 30 cars a day.

\* \* \*

Fred E. Pond, secretary of the Buffalo Corn Exchange, has prepared his report of the convention of the Grain Dealers' National Association and the Government Conference on Tentative Corn Grades, and will present the two reports to the association at the meeting to be held the latter part of this month. In his report Mr. Pond pays tribute to the grain trade publications for taking such a great interest in the standardization of grain.

One part of the report says:

"The Department of Agriculture, while not making the question of acidity a part of the tentative grades of corn, directs the attention of the grain trade to the importance of considering the acidity or corn, it being a highly important factor in the determination of the soundness of corn and of great value from the viewpoint of carrying corn in storage. This is a question which the grain trade will receive further suggestions upon from the Department of Agriculture at a later date."

Mr. Pond reviews many of the resolutions adopted at the New Orleans meeting last October, but makes no comment on them. He stated, however, that there is strong sentiment in favor of government supervision of some character to standardize the grades of corn.

\* \* \*

Forced by crowded conditions existing during the open days of the exhibition, the officials of the Blair County Farm Bureau decided to charge admission to the corn exhibit in Altoona, Pa., for the remainder of the time that the show was open. The show was held during the forepart of December.

\* \* \*

Albert Robinson, who won the first prize offered by the Blair Farm Bureau of Altoona, Pa., for the best exhibit in the Corn Club Exhibition, was sent on the Buckeye Boys' Corn Special early in December to visit the grain markets of Washington and Philadelphia. There were four Pullman trains carrying almost 2,000 farm boys from points in Ohio and Pennsylvania. En route the lads will study agricultural conditions.

\* \* \*

George Urban, Jr., of the George Urban Milling Co., entertained the officers, directors and financial promoters of the Greater Buffalo Poultry Show Company, at his home one afternoon early in December. Mr. Urban acted the dual role of host and toastmaster. The dinner was one of the most elaborate ever prepared in a private home in Buffalo.

\* \* \*

The Erie Canal between Buffalo and Albany was closed to navigation for the season on December 1st. The report of the canal collector shows that traffic was the lightest in the history of the state waterway. Figures show that 1,631 boats cleared Buffalo over the canal during the six months of the season. The bulk of the freight moved was grain for Atlantic seaboard points.

\* \* \*

The Blair County Farm Bureau of Pennsylvania held an interesting corn show in the City Furniture Company's new building in Altoona, Pa., on December 11th. A large number of exhibits from farmers throughout the state of Pennsylvania were received and proved to be a great attraction to visiting farmers and grain men. Several Buffalo grain merchants went to Altoona to see the corn exhibit.

\* \* \*

Milton J. Cole, a grain merchant of Franklinville secured a verdict in the United States Court of \$2,000 in his action to recover \$3,000 damages from the Pennsylvania Railroad for injuries alleged to have been received when he tripped and fell over an obstruction on the station platform at Arcade last March. Cole claimed the accident was caused by the negligence of the railroad company.

\* \* \*

Judge John R. Hazel of the United States Court for the western district of New York has handed down an opinion ordering Henry C. Tucker of Buffalo, a grain and stock broker, to pay a fine of \$1,800 to the Chicago Board of Trade for contempt of court in disregarding an injunction secured against him in District Court in January, 1906.

The decision of the court is on a motion made almost a year ago to punish Tucker for contempt of court for violating the final decree enjoining him from receiving, using or distributing grain and provision future quotations without consent of the Chicago Board of Trade. The decree was based on property rights of the complainant in quotations collected by it on its exchange and upon its right to control their use by others and to restrain invasion of such rights.

It was alleged that Henry C. Tucker and his brother conspired to evade the injunction restrain-



ing them from using the quotations by operating under the name of the Consolidated Stock Exchange of Buffalo, by organizing and engaging in the grain brokerage business under the name of Paul Lambert & Co., and that this firm name is fictitious and assumed. It was further charged that the Tuckers supplied the Chicago quotations on grain and grain products to their 50 branches in the United States and Canada in violation of the injunction.

The Board of Trade of Chicago had a record of 30 distinct violations of the injunction, covering quotations on wheat, corn, oats and rye during the months of February and March, 1911.

Henry C. Tucker was given thirty days in which to pay the fine.

Tentative arrangements are being made for the annual stag dinner of representative mill men to be held in Elmira, N. Y., in February. Last year a reunion was held and proved to be an enjoyable affair. All of the roller mill men in Elmira and western New York will be invited to attend.

Allegheny County farmers will be taken care of by a special farm bureau during the coming year. A sum of \$1,000 has been appropriated by the board of supervisors toward the work; the state has contributed \$500 and the government has made an appropriation of \$600. In addition the business men of Wellsville have voted to aid by an additional sum. The money will be used to experiment with different grains on the farm lands in the county. Advice along agricultural lines will be given free to the farmers.

The Whitney Grain Line of Rochester has brought an action in Federal Court in Buffalo against the Great Lakes Construction Company, of Buffalo, in an effort to recover \$10,000 for damages alleged to have been received when one of the boats of the plaintiff struck a submerged obstruction in the Erie Canal near Pendleton. The Whitney Grain Line alleges the obstruction was left there by the Great Lakes Construction Company, which had finished dredging that part of the enlarged state waterway. The boat of the plaintiff sprung a leak and sank in the channel. She carried a cargo of wheat valued at \$8,000, which was damaged to the extent of \$7,680. The damages are based on the loss to the grain cargo and damages to the boat as well as loss of time.

The Clover Leaf Milling Company has filed plans with the bureau of buildings for the reconstruction of its plant that was partly destroyed by fire several months ago. The cost of reconstructing the building, according to the plans, will be \$10,000.

B. H. Meyers, of Washington, interstate commerce commissioner, held a hearing in Buffalo in November on the complaint of the Toledo Produce Exchange of Toledo, Ohio, against the Ann Arbor Railroad, et al. The complaint, originally submitted to the commission last April, was against the restrictions placed upon the forwarding of grain and grain products after transit at Toledo, and the complainant is seeking the establishment of re-shipping rates, ex-lake rates and export rates on grain and grain products. About twenty railroads, including the Wabash, New York Central, Pennsylvania and others were represented at the hearing. Decision was reserved by the commissioner. A number of Toledo grain men were present to testify as to the alleged unreasonable rates.

B. P. Wait of Batavia, a grain merchant, suffered a broken back and two other men were slightly injured when an automobile in which they were riding turned turtle and was wrecked in the ditch near Batavia.

George W. Hickox, senior member of the firm of C. W. Hickox & Sons, grain brokers and wholesale commission merchants in Batavia, died at his home at 56 Ellicott street, Batavia, on the night of December 5, after an illness of five years. Mr. Hickox was born in Barre, October 5, 1848, and for several years he made his home in Ray, N. Y. Twenty-nine years ago he moved to Batavia and three years later he started in the wholesale produce and seed business with C. B. Chaddock. Twelve years ago he took his son into the business and built a large grain elevator in Exchange place. He has always enjoyed a prosperous business in Batavia and western New York and his customers are among the most prominent grain and seed merchants in this part of the state. Besides his widow, Mr. Hickox is survived by one son, E. Dean Hickox, a member of the firm, and one daughter, Mrs. A. L. Pollard, both of Batavia. The funeral was private and burial was in Elmwood Cemetery. Mr. Hickox was a trustee of the First Baptist Church of Batavia.

Farmers of Allegheny County will be given an opportunity this winter of going to school for a four weeks' course in practical agriculture. There

will be no charge and there will be no entrance requirements. W. J. Wright, director of the New York State School of Agriculture in Alfred will be the instructor. The subjects offered will include a course in grain growing and horticulture. It is expected several hundred members of the grange societies and other farmers in Wellsville and Allegheny County will attend the school.

A fire which broke out on November 9th practically destroyed the D. H. Grandin flour and feed mill in First street, Jamestown, N. Y. The Grandin mills were the oldest manufacturing plant in the city and were originally built in 1820. They have been in operation continuously since that date. The mill was rebuilt a few years ago and made modern in every way. The loss is about \$30,000, partly covered by insurance. The original stone structure built of native sandstone is still standing.

The fifth annual meeting of the American Specialty Manufacturers' Association held in Buffalo, November 20-21, brought to this city more than a

score of men associated with grain, elevator and milling interests throughout the country. More than 200 representatives of business houses and manufacturers attended the sessions of the gathering.

Among those present were: Fred Mason, of Niagara Falls, representing the Shredded Wheat Company; Andrew Ross, representing the Kellogg Toasted Corn Flake Company; J. E. Linihan, representing the United Cereal Mills, Ltd.; Newman Hamlink, representing the Corn Products Refining Company; J. G. Gilfillan, representing the Genesee Pure Food Company; C. F. Alward, representing the H-O Company; A. M. Alexander, representing the Foulds Milling Company; L. D. Wallace, Jr., representing the United Cereal Mills, and K. K. Bell of the Calumet Baking Powder Company.

While in Buffalo the delegates interested in the grain and elevator business were taken on a tour of inspection of the large Buffalo grain elevators by officials of the Western Elevating Association and the Corn Exchange. A banquet at the Hotel Iroquois was a feature of the gathering.

## IN THE COURTS

[Prepared especially for the "American Grain Trade" by J. L. Rosenberger of the Chicago Bar.]

### WRITTEN CONTRACTS AND ORAL EVIDENCE

Where, in the absence of fraud, accident, or mistake, parties have deliberately put their contract into writing, which is complete in itself, and couched in such language as imports a complete legal obligation, it is conclusively presumed, the Supreme Court of Minnesota says, in *Samuel H. Chute Company vs. Latta* [142 Northwestern Reporter, 1048], that they have introduced into the written instrument all material terms and circumstances relating thereto.

Where only part of the agreement is reduced to writing, it is competent to prove by oral evidence any separate oral agreement on which the document is silent and which is not inconsistent with its terms. The criterion of the completeness of the writing is the writing itself, construed in the light of the circumstances under which, and the purpose for which, the writing was executed. It is not competent to lay the foundation for such oral evidence by oral testimony that only part of the agreement was reduced to writing, and then to prove orally the part omitted.

Proof is admissible, however, of a collateral oral agreement, or of any independent fact, which is not inconsistent with, or does not qualify, any of the terms of the written contract.

In the case of simple contracts, it is competent to prove by oral evidence a stipulation that the writing, though delivered, should not become operative as a contract until the happening of a contingency or the performance of a condition, and to show that by reason thereof the writing never in fact became operative as a contract at all. But where a written contract, absolute in its terms, becomes effective, it is not competent to prove by oral evidence that its obligation was intended to be conditional or contingent.

Cyrus C. Lewis, a grain merchant of Buffalo, N. Y., has filed a voluntary petition in bankruptcy. Claims of unsecured creditors make up most of the liabilities.

A conviction has been secured against William E. Cook, senior member of the firm of C. B. Cook & Co., of Detroit, Mich., on the charge of operating a bucket shop.

M. J. Brown & Co., of Hebron, Ind., were sued recently by the Bassett Grain Company for \$326.40, the claim being made that this amount had been overdrawn by the former company.

A judgment of \$56 was rendered the Bantel Grain and Feed Company, of Rochester, N. Y., in its case against Joseph A. Barr. It was alleged that the defendant did not pay for grain delivered.

T. H. Roney has brought suit against the Monarch Elevator Company at Fargo, N. D., concerning the responsibility for grain which the plaintiff's tenant is said to have delivered to the elevator company.

The Supreme Court at Moose Jaw, Sask., on December 5, found H. W. Kopplin guilty of setting fire to the Royal Elevator at Herbert, Sask., on June 30, and he was sentenced to three years in the penitentiary.

The Anderson Grain Company, of Topeka, Kan., was awarded a claim of \$107.68 in an uncontested suit against a corporation of Peoria, Ill., operated by the Woolner estate. The plaintiff sued for pay-

ment for a carload of corn which it had shipped to the Woolner distillery and which was later refused by the Woolners. It was sold and the plaintiff sued for the difference between the original contract and the actual price received.

The Roberts & Hamner Grain Company, of Memphis, Tenn., has been charged with receiving concessions from the railroads by means of false billing on grain products out of Memphis. The indictment contains nine counts.

In the case of C. H. Richards against the Empire Elevator Company at Waubay, S. D., to recover \$7,513.03 with interest, money alleged due the plaintiff from the defendant company for grain stored, the jury awarded the plaintiff \$3,250.

Rosenberg & Lieberman, commission merchants at Milwaukee, Wis., were indicted by the Federal Grand Jury on the charge of making unlawful representations in advertising their alfalfa seed. The specific charge is violation of the postal laws.

A verdict in the sum of \$621.21 was returned in favor of C. B. Brockway in the case of Brockway versus C. F. Hurburgh, of Galesburg, Ill., and the Miller & Greaves Grain Company, of Duncan, Ill. The plaintiff sued for \$900 alleged to be due him for grain sold to the grain firm in 1912.

Andrew Berghagen, formerly a farmer of Wells County, N. D., was arrested at Duluth, Minn., last month and taken to Fessenden, N. D., to answer to a charge of embezzlement. It is alleged that he sold a crop of grain on which the Foster County State Bank of Carrington, N. D., held a mortgage.

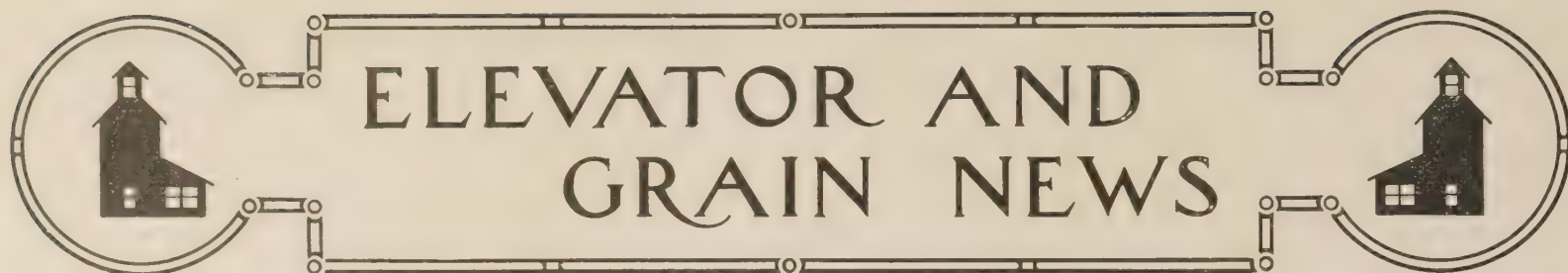
In the case of Walter and Emory Kirwan, formerly of the Kirwan Brothers Grain Company, who have been undergoing trial for alleged conspiracy to defraud the First National Bank of Baltimore, Md., out of \$70,000 on fraudulent bills of lading about two years ago, the jury failed to agree and was dismissed.

The First National Bank, of Oakes, N. D., has brought suit against the Independent Elevator Company, of Clover, N. D., to recover \$4,500 and interest. The bank alleged that after it had honored two drafts totaling \$4,500 drawn on the Hoover Grain Company, of Duluth, in favor of the elevator company, the grain company refused to pay them.

In the case of the Bank of Montreal, Montreal, Que., against the estate of Asa Griffin, of Earlville, Ill., a decision was rendered in favor of the estate. The suit has been in the courts for several years, the bank seeking to collect \$20,000. The claim was based on notes given by Griffin in 1903 to cover a shortage after the failure of an attempted corner in the grain market on the Chicago Board of Trade. Mrs. Griffin objected to the claim, alleging the notes had been given on a gambling enterprise.

Levi L. Johnson and Homer E. Johnson, of Goshen, Ind., well-known commission merchants, have been charged with violating the postal laws. It is alleged that they used the mails in a fraudulent scheme, extending over several states, to buy and sell grain in a manner that defrauded both seller and purchaser. Although the charges against them are identical, separate indictments were returned against them by the Federal Grand Jury at Indianapolis. Levi L. Johnson was indicted for fraudulent operations as secretary-treasurer and general manager of the firm of Johnson & Co., grain dealers, while Homer E. Johnson was indicted as manager of the Interstate Hay Company, of Goshen.





# ELEVATOR AND GRAIN NEWS

**ILLINOIS**

O. H. Fullenwider has repaired his elevator at Mechanicsburg, Ill.

Arthur E. Trainer has taken over J. C. Terry's elevator at Millersville, Ill.

A new concrete foundation has been placed under the elevator at White Heath, Ill.

Dorney, Storckman & Co. have installed a new engine in their elevator at Mt. Carmel, Ill.

An elevator will be erected at Hopedale, Ill., by the Hopedale Farmers' Elevator Company.

The Montelius Grain Company, of Piper City, Ill., has installed a Brown-Duvel Moisture Tester.

Hitch & Kirk, grain and coal dealers at Bondville, Ill., have been succeeded by M. A. Kirk & Co.

J. C. Snyder has installed an elevator leg and dump scale in his grain house at Fulton, Ill.

The West Brothers Grain Company of Manteno, Ill., has remodeled its elevator at a cost of \$1,000.

W. Boulware of Foosland, Ill., is completing his new elevator at Dickerson (R. F. D. from Foosland).

The iron-clad elevator of L. J. Kaiser has been completed at Maroa, Ill., and has a capacity of 50,000 bushels.

A farmers' elevator company is being formed at Wayne (R. F. D. from Delavan), Ill., to build an elevator.

Harlan & Sterrenberg, grain buyers at Crescent City, Ill., have installed an elevator to handle their ear corn.

Frank Lindsay is building an addition to the office in connection with his elevator at Grand Ridge, Ill.

The Farmers' Elevator Company has built a new scale house in connection with its elevator at Taylor Ridge, Ill.

The Smith-Hippen Company will use electric motors in its house at Naples, Ill., to replace its gasoline engines.

The Farmers' Elevator at Osman, Ill., recently purchased by Jay Buchanan, has been sold to John Reardon, of Fisher, Ill.

It is reported that the elevator business of E. L. Grobe, Bryce (R. F. D. from Milford), Ill., is in the hands of a receiver.

A contract has been awarded for the construction of a 27,500-bushel elevator at West San Jose Ill., the cost to be \$7,700.

The Farmers' Grain Elevator Company of Neponset, Ill., has recently installed a Fairbanks Wagon Scale and a Hess Moisture Tester.

Work on the new Michigan Central Elevator at Kensington, Ill., is progressing and the Witherspoon-Englar Company of Chicago has the contract.

The Witherspoon-Englar Company of Chicago is building a storage addition to the Pennsylvania Elevator at Chicago for the Hamilton Storage Company.

The Farmers' Elevator Company, of Savoy, Ill., has issued a dividend of 10 per cent, the second declaration this year. The former dividend was 20 per cent.

The Farmers' Elevator Company, of Grant Park Ill., has been incorporated with a capital stock of \$15,000. The incorporators are George M. Bennett, W. A. Carroll and Eben B. Gower.

The Farmers' Elevator Company, of Ritchie, Ill., has built a 12,000-bushel iron-clad elevator, operated by a 7-horsepower motor. A Fairbanks Wagon Scale is a feature of the equipment.

James Walsh, of Piper City, Ill., has built an addition to his elevator. It is 20x20 feet on the ground and has a capacity of 20,000 bushels. The house is iron-clad and contains five hopper-bottomed bins.

J. E. Tjardes of Cabery, Ill., has built an addition to his elevator, 40x16 feet in size, increasing the capacity of the house 15,000 bushels. A Fairbanks-Morse Engine of 12 horsepower has been installed.

The Cragin Elevator Company, of Chicago, has purchased from the American Malting Company the elevator property, comprising 213x236 feet on Moffatt Street, also a strip, 25x200 feet in size, on North Fifty-second Avenue.

A. D. Black is interested in the organization of

an independent farmers' elevator company at Luther, three and one-half miles east of Mason City, Ill.

The Truby Company, of Joliet, Ill., has been incorporated with a capital stock of \$10,000, to deal in grain, flour and feed. The incorporators are Charles H. Ferries, William D. Miller and H. T. Truby.

All that remained of the dismantled elevator of the Chicago, Rock Island & Pacific Railroad at Chicago, the 135-foot smokestack, was torn down on November 23. The house was recently condemned and razed.

The Farmers' Elevator Company of Abingdon, Ill., recently awarded a contract to the Burrell Engineering and Construction Company of Chicago for the erection of a 10,000-bushel elevator and an alfalfa feed plant.

The Ed Mesger Company has sold its elevator at Gerlaw, Ill., to the A. H. Graham Company, and the former company has taken over the Farmers' Elevator at Alexis, Ill., which will be in charge of M. J. Ingersoll.

**SOUTHERN AND SOUTHWESTERN**

G. M. Goode has sold his elevator at Hammon, Okla., to Fayette Moore.

W. O. Collier will open a grain, feed, flour and coal business at Gate, Okla.

Martin Luschen recently installed a sheller and corn cleaner in his elevator at Piedmont, Okla.

The Sturgis Milling Company of Sturgis, Ky., expects to build a corn elevator before the next crop.

The Guthrie Mill and Elevator Company of Guthrie, Okla., will open a branch office at Little Rock, Ark.

The Lake Charles Grain Company of Lake Charles, La., placed its plant in operation on November 15.

The Frisco Railroad Company is said to contemplate the erection of a 500,000-bushel elevator at New Orleans, La.

C. W. Buddington, wholesale grain and grocery merchant at Palatka, Fla., is building a structure, 50x140 feet in size.

The Owensboro Grain Company of Owensboro, Ky., capitalized at \$50,000, has taken over the Griffith Elevator Company.

The Opitz Elevator Company, of Binger, Okla., has purchased two 1,300-bushel steel grain bins to be erected near its elevator.

L. M. Kuykendall, of the Marlow Grain Company, Marlow, Okla., has sold his elevator and grain business to J. E. McAnaw, who has taken possession.

The Marshall Mill and Elevator Company, of Marshall, Texas, has made extensive improvements in its plant, including the construction of a large storage room.

The Bowen Mill Products Company has been organized at Little Rock, Ark., to deal in grain, flour and cotton. L. H. Bowen of Independence, Kan., is the head of the company.

New machinery has been installed in the plant of the Blackwell Milling and Elevator Company of Blackwell, Okla., and its wheat tempering equipment has been improved.

The Goltry Grain Company will increase the capacity of its elevator at New Burlington (R. F. D. from Burlington), Okla., to 12,000 bushels, and hopper scales will be installed.

The Century Grain and Feed Company has been incorporated at Memphis, Tenn., with a capital stock of \$30,000. The incorporators are B. W. Hale, S. M. Bray, H. B. Anderson and others.

The Wichita Mill and Elevator Company, of Wichita Falls, Texas, has completed preliminary arrangements for the erection of a 500,000-bushel elevator to be constructed of concrete and steel. Work will begin immediately.

A. M. Edwards, of the Medford Mill and Elevator Company, Medford, Okla., will erect an elevator on the site of the old Medford Mill which was destroyed by fire. Work on the new house will begin about the first of the year and it will have a capacity of 20,000 bushels.

The Taylor Grain and Elevator Company, of

Houston, Texas, has awarded a contract for the erection of a 100-ton feed plant.

**MISSOURI, KANSAS AND NEBRASKA**

A. C. Yountz is building a 10,000-bushel elevator at Tipton, Mo.

The Olpe Elevator Company of Olpe, Kan., has overhauled its house.

The Central Granaries Company has closed its elevator at Tamora, Neb.

C. B. Seldomridge has closed his elevator at Atlanta, Neb., for the season.

Nye & Chandler recently purchased Bert Harnett's elevator at Palmer, Kan.

The house of the Pacific Elevator Company at Turon, Kan., has been remodeled.

W. T. Hacker is said to be contemplating the erection of a concrete elevator at Carlton, Kan.

The Kemper Grain Company of Kansas City, Mo., has discontinued its office at Hastings, Neb.

The Hutchinson Terminal Elevator Company has completed its new plant at Hutchison, Kan.

Ware & Leland of Chicago have opened a branch office at Hastings, Neb., with A. J. Clark in charge.

Two 30,000-bushel concrete storage tanks will be erected at Sylvia, Kan., by the Sylvia Milling Company.

The new elevator of the Bartling Grain Company, Nebraska City, Neb., will be completed about January 1.

The elevator at Bloom, Kan., has been purchased from C. D. Jennings by the Kansas Flour Mills Company.

J. F. Wagner, of Kingman County, Kan., has remodeled an elevator on his farm into a 25-barrel flour mill.

J. S. Hart has installed motors in his elevator at Randall, Kan., and discontinued the use of a gasoline engine.

The Mead Grain Company has completed a new 10,000-bushel elevator at Fort Scott, Kan., to be operated by electric power.

A. S. Vance has succeeded Bren & Vance at Crisfield, Kan., and purchased the elevator of the Aetna Mill and Elevator Company.

W. R. Watson, formerly with the Watson Mill Company, of Wichita, Kan., has engaged in the grain business at that place.

Andrew Moore, T. J. Williams, J. R. Jenista and others are interested in the formation of an elevator company at Caldwell, Kan.

N. Miller and others are interested in the Farmers' Union Association, recently incorporated at Yutan, Neb., to deal in grain and produce.

The elevator at Sylvia, Kan., formerly owned by the Blount-Cooper Grain Company, has been purchased by the Sylvia Milling Company.

A. J. Eisenmayer, of the Eisenmayer Mills, Springfield, Mo., is building an elevator costing \$25,000. It will have a capacity of 150,000 bushels.

A charter has been granted to the Farmers' Union Association, of Verdigris, Neb., capitalized at \$10,000, to deal in grain and farm supplies.

The grain storage facilities of the Rea-Patterson Milling Company, Coffeyville, Kan., will be materially increased by the construction of tanks.

The Farmers' Elevator Company, of Leshara, Neb., has secured a site from the Burlington Railroad at Woodcliffe, and will erect an elevator.

The Russell Milling Company, of Russell, Kan., recently completed a new storage plant, increasing the capacity of its elevator about 50,000 bushels.

The Martin Mullally Commission Company has been incorporated at St. Louis, Mo., with a capital stock of \$10,000, to deal in grain hay, etc. The incorporators are Martin Mullally, William O'Toole and Edward Grassmuck.

The new reinforced elevator of the Clyde Milling and Elevator Company, Clyde, Kan., is nearing completion and the Wolf Company, of Chambersburg, Pa., has secured the contract for the equipment. The order was placed with S. H. Stolzhus, of the Kansas City office.

The E. E. Roaben Grain Company of Kansas City,



Mo., has succeeded the Roehen-Cary Grain Company, P. F. Cary having recently withdrawn owing to ill-health.

The Pittsburg Elevator Company, of Pittsburg, Kan., will rebuild the house recently destroyed by fire. President Scott has stated that work will begin at once.

The Stafford County Flour Mills Company, of Hudson, Kan., will build concrete storage tanks in connection with the reconstruction of the plant recently destroyed by fire.

The Red Star Mill and Elevator Company, of Wichita, Kan., will install a steel tank with a capacity of 50,000 gallons, and an automatic sprinkling system, costing about \$17,000.

C. K. Smith has sold his interest in the Henley Grain Company at Blackburn, Mo., to Herman Renken, and the reorganized firm will operate as the Renken-Henley Grain and Lumber Company. The firm will build a new office.

M. H. Stolzhus, of the Wolf Company, Chambersburg, Pa., has secured a contract to furnish the new 80-barrel flour mill of the Aurora Elevator Company, Aurora, Neb. A 20,000-bushel elevator will be erected in connection with the mill.

The Shannon Grain Company, of Kansas City, Mo., is contemplating the erection of elevators at Conception Junction and Rae, Mo. It is said that other houses will also be established along that division of the Chicago Great Western Railroad.

The Farmers' Co-operative Elevator Company, of Nebraska City, Neb., has been incorporated with a capital stock of \$10,000. The board of directors consists of the following: Patrick Roddy, H. A. Winton, Henry Heisch, John Wirth and Martin Christensen.

#### WESTERN

The Emmer Products Company will build an elevator at Worland, Wyo.

The Farmers' Elevator Company has closed its house at Cartersville, Mont.

The Intermountain Milling Company is building an elevator at American Falls, Idaho.

H. M. Shoekley, of Glendive, Mont., is planning to enlarge his elevator at Terry, Mont.

Three elevators are in course of construction at Scooby, Mont., and two more are under consideration.

The Farmers' Elevator Company, of Fairview, Mont., has opened its house, which is operated by electricity.

C. R. Schain, of Minneapolis, Minn., is said to be promoting the erection of a 50,000-bushel elevator at Orr, Mont.

Farmers near Centerville, Wash., have formed a co-operative company, capitalized at \$12,000, to build an elevator.

The Farmers' Co-operative Company of Livingston, Mont., has awarded a contract for the erection of a galvanized iron elevator.

The Logan County Hay and Grain Company has built an elevator and warehouse at Sterling, Colo., and a feed mill will be installed.

The Inter-Mountain Milling and Elevator Company, of Salt Lake City, Utah, plans to build a 10,000-bushel elevator at Bancroft, Idaho.

The Washington Fuel Company has been incorporated at Deer Park, Wash., to deal in grain, coal, wood, feed, etc. The capital stock is \$50,000.

The Farmers' Grain and Milling Company has been incorporated at Waterville, Wash., with a capital stock of \$10,000, by A. C. Adams and J. Q. Adams.

The new 10,000-bushel elevator of the Spady & Sons Company at Stanford, Mont., will be equipped throughout with Barnard & Leas machinery and operated by electric power.

The Astoria Mill and Elevator Company, of Astoria, Ore., expects to complete its new elevator about the first of the year. The house will be 48x48 feet on the ground and will have a capacity of 100,000 bushels.

The Provo Mill and Grain Company has been incorporated at Provo, Utah, with a capital stock of \$50,000. The officers are as follows: Wm. T. Taw, president; Ed. Scherer, vice-president, and John R. Kindred, secretary-treasurer.

Articles of incorporation have been filed by the Salesville Mercantile Company, of Salesville, Mont., and the company is capitalized at \$40,000. The incorporators are Alex Shadoan, F. C. Roberts, A. H. Sales, W. R. C. Stewart and Dan P. Stearns.

At a meeting of the directors of the Beaverhead Elevator Company at Dillon, Mont., the corporation was dissolved and C. R. Schain severed his connection as manager. The site purchased for the new elevator has been taken over by Louis Buege, of Minneapolis, Minn., who will build a 50,000-bushel house. A small feed mill will be built in connection and the flour mill project formerly considered, will be dropped for the present.

The International Elevator Company of Duluth, Minn., is building a 30,000-bushel elevator at Archer, Mont., and a number of houses will be constructed by the same company at stations on the Great Northern extension west and south of Williston, N. D.

The Broadview Elevator Company has been organized at Broadview, Mont., with a capital stock of \$10,000. The provisional directors are Thomas Harrison, Dr. C. B. V. Poole, S. S. Sturtebaker and Frank Clercq. The company is making arrangements to build an elevator.

Initiatory steps have been taken for the organization of a farmers' elevator company at Windham, Mont. The following officers have been elected: President, J. C. Burnett; vice-president, Col. Kauffman; secretary, Henry Larson; treasurer, John Riley, and business agent, Oscar Hugenin.

#### EASTERN

S. S. Schaeffer & Co. are building an elevator and warehouse at Tamaqua, Pa.

Peter O'Brien will build an elevator at Paterson, N. J., on the Erie Railroad.

Evans Brothers have succeeded Wm. Sterling Evans at Elkton, Md., and will conduct a grain, hay, flour and feed business.

Edward H. Caulkins, who has been engaged in the grain business at New London, Conn., for the past 45 years, has sold his business to the Arnold Rudd Company.

The C. B. Proctor Company has been incorporated at Plymouth, Md., to deal in grain, hay, etc. The capital stock is \$5,000 and the incorporators are Helen M. Gooding, Chas. B. Proctor and Harriet S. Proctor.

The Standard Grain Company of New York City has taken over the grain business of Cady & Co. at Auburn, N. Y. Equipment will be installed for the manufacture of poultry foods, and other improvements are contemplated.

The Belmont Milling and Grain Company has been incorporated at Belmont, N. Y., with a capital stock of \$10,000. The directors are as follows: Charles M. Hallock, of Wellsville, N. Y.; J. L. Potter and Charles D. Baxter, of Belmont. They will operate the mill formerly run by Byron Gray & Son.

C. A. Robinson, who was formerly active in the grain trade at New York City, Montreal and Winnipeg, but retired about a year ago, has returned to the export and domestic grain business in New York, having formed a partnership with Wm. L. Sweet, Jr., under the firm name of Robinson & Sweet.

The new 450,000-bushel terminal elevator plant at the National Docks, Jersey City, N. J., is now complete and open for business. The plant is of steel and concrete construction and the storage house comprises 33 tanks of 10,000 bushels' capacity each and 20 intermediate tanks, each having a capacity of 4,000 bushels. About 36,000 bushels of grain can be stored in the operating house. The plant is operated by electricity and 11 cars of grain can be handled hourly.

#### OHIO, INDIANA AND MICHIGAN

The Farmers' Equity Company of Marcola, Ind., will erect an elevator.

Simmon & Mellan have engaged in the grain business at Snover, Mich.

J. H. Price has practically completed his new six-story elevator at Griffin, Ind.

The building of an elevator at Hazelton, Ind., has been given some consideration.

The Gibsonburg Elevator Company, of Gibsonburg, Ohio, has erected a new office.

Day & Williams have succeeded the Caledonia Grain and Milling Company at Caledonia, Ohio.

The Farmers' Elevator Company has been organized at Anderson, Ind., by C. E. Barracks and others.

The Lake Shore Elevator Company, of Cleveland, Ohio, has increased its capital stock from \$20,000 to \$50,000.

The Elwell Elevator Company was recently incorporated at Elwell, Mich., with a capital stock of \$7,700.

The Mansfield Hay and Grain Company of Mansfield, Ohio, has disposed of a half interest in its elevator.

The Painesville Elevator at Painesville, Ohio, was entered by robbers recently, but nothing of value was secured.

The elevator and grain office at Adrian, Mich., has been taken over by the David Stott Flour Mills, Inc., of Detroit, Mich.

The I. T. Fangbner Company, owner of the elevator at Flat Rock, Ohio, has installed quite extensive repairs, including new equipment.

Baker, Gill & Co., grain and coal dealers at Richwood, Ohio, have disposed of their interests to Gill & Hershberger, of Marion, Ohio, the new firm to take charge of the business soon after the first of

the year. Messrs. Baker and Gill expect to locate in California.

The Burrell Engineering and Construction Company of Chicago recently completed a house at Laketon, Ind., for the Farmers' Elevator Company.

D. W. Hunt, of Burt, Mich., has leased the elevator at Linden, Mich., formerly owned by T. Winger & Son, to W. R. Kehoe & Co., of Flint, Mich.

The milling business at Kingston, Ohio, formerly operated by Charles Snyder & Son, has been taken over by the Kingston Grain and Mill Company.

Schalk Brothers, of Anderson, Ind., formerly in the milling business, have remodeled their elevator into an ice plant and will engage in the ice business.

The Botsford-Carson Company has been incorporated at Detroit, Mich., to deal in grain. The principal stockholders are H. C. Carson and H. E. Botsford.

Farmers in the vicinity of Frankton, Ind., have perfected plans for the organization of a farmers' co-operative company to build or buy a grain elevator.

Three motors will be installed in the plant of the Richmond Elevator Company at Richmond, Mich., to replace the former gasoline engine used for power.

Bernard Price, of Crawfordsville, Ind., is building an iron clad elevator at Garfield (R. F. D. from Darlington), Ind. The structure will have a capacity of 10,000 bushels.

New machinery will be installed in the annex of the Big Four Milling Company's elevator at Cleveland, Ohio. The new addition measures 80x90 feet and will cost about \$3,500.

Ruff & Brakeman will succeed C. A. Hepker, grain, hay and coal dealer at Melbern, Ohio, on January 1. Mr. Brakeman has been in the employ of Mr. Hepker for the past ten years.

Sam Kelly, who has been engaged in the grain and coal business at Alert (R. F. D. from Letts), Ind., for some time, will dispose of his business, it is said, to re-enter the nursery business.

The Pollock Grain Company has taken over Robert Kolter's elevator at Middle Point, Ohio, and installed an ear corn loader and new scales. The firm is also building an office, warehouse and corn crib.

The Gleaners' & Farmers' Elevator Company has completed a 17,000-bushel elevator at North Hayden (R. F. D. from Lowell), Ind. It has been equipped with a Fairbanks-Morse Oil Engine, manlift, cleaner, etc.

The F. O. Diver Grain Company of Middletown, Ohio, has filed amendments to its articles of incorporation increasing its capital stock from \$15,000 to \$75,000, and the firm name has been changed to the F. O. Diver Milling Company.

The stockholders of the Farmers' Grain Company met at Sheldon, Ind., on December 1, and elected the following directors: Harley Somers, M. M. Welbaum, Wm. Wagner, Wesley Swank, Enoch Smith, Frank Harber, J. F. Springer, Geo. Springer and Andrew Neiriter.

The Bowers-Niblick Grain Company, of Decatur, Ind., held its annual meeting on December 5, when a dividend was declared and the following officers were elected: President, John Niblick; vice-president, Jesse Niblick; secretary, Irvin Case; treasurer and general manager, Robert Case.

J. Keller & Co. have purchased an old mill building at Laotto, Ind., in which they will install a grain business. The management of the grain house will be in the hands of Al Schuster, who has had charge of the company's elevator at Kendalville, Ind., from which place all of the business will be transacted.

The Caughey-Carran Company and McLane, Swift & Co., of Detroit, Mich., grain and seed firms, have consolidated under the name of the Caughey-Swift Company. The 20 elevators operated by the Caughey-Carran Company will be managed by C. M. Carran under a separate corporate name, but using the same offices as the Caughey-Swift Company.

The elevator at the corner of Court and Broadway, Cincinnati, Ohio, will be reconstructed. It has been found that the house was built over a canal lock and that there was a slip adjoining it for the convenience of the boats in unloading many years ago. The dampness is said to have caused the wood posts and girders to decay and they will be replaced by concrete and steel. Concrete floors will also be installed.

Andrew Ringlein has practically completed the reconstruction of his elevator at Lima, Ohio. Two natural gas engines, one 20 horsepower and the other 15 horsepower, will be installed to operate the elevator and feed mill. Included in the other equipment are a 90-bushel Sprout-Waldron Cracked Corn Grader, a 500-bushel corn sheller, a 200-bushel wagon dump, a poultry feed-mixer, a 1,000-bushel Fairbanks-Morse Hopper Scale, a 1,000-bushel automatic scale, a 600-bushel oat clipper made by the Huntley Manufacturing Company, a 90-bushel attrition mill, a roller feed mill, a Fairbanks Wagon



Scale, a Sprout-Waldron Wheat Cleaner of 600 bushels' capacity, a Clipper Seed Cleaner, and a Union Iron Works Manlift. Mr. Ringlein will also build a warehouse, 104x28 feet in size.

## MINNESOTA AND WISCONSIN

A corn crib has been built in connection with the elevator at New Richland, Minn.

Gilchrist & Co. have sold their elevator at Rose Creek, Minn., to J. Cronan & Co.

Peter Behn, Jr., and Fred Behn will erect a 20,000-bushel elevator at Buffalo, Minn.

Thos. Pumper has purchased an elevator at Lonsdale, Minn., from John Wilby.

The St. John Grain Company has rented K. O. Sandum's elevator at Storden, Minn.

The Tyler Grain Company of Tyler, Minn., has built a steel corn crib, 35x9 feet in size.

The elevator at Shakopee, Minn., owned by the Omaha Railroad, will be sold or wrecked.

The Farmers' Grain Company, of Bay City, Wis., has completed the remodeling of its elevator.

I. L. Demary recently engaged in the grain and coal business with C. G. Munce at Pipestone, Minn.

The Farmers' Produce and Elevator Company of Trail, Minn., has installed a Fairbanks Automatic Scale.

Zieske Brothers have leased the Axel Newdall Elevator at Cobden, Minn., to handle their corn business.

The Western Elevator Company has taken over the house of the Mutual Elevator Company at Taunton, Minn.

E. J. Matteson has sold the Plymouth Elevator at St. Peter, Minn., to Heldebritle & Schuster, of South Dakota.

The Farmers' Elevator Company of Bird Island, Minn., has built an addition to its plant in the way of a corn crib.

A meeting of farmers was recently held in Arlington, Minn., for the purpose of organizing an elevator company.

L. Hoge is building an addition to his elevator at Cyrus, Minn., which will be used as a warehouse for the storage of flour.

The E. E. Logeson Elevator Company of Danvers, Minn., has purchased the elevator of the Minnesota and Western Grain Company.

The Witherspoon-Englar Company of Chicago has completed a 300,000-bushel storage addition for the Gould Grain Company at Minneapolis, Minn.

The Empire Elevator Company of Sacred Heart, Minn., has built an addition to its corn crib, and the Miller Elevator Company has constructed a new office.

The Caledonia Grain and Stock Company has installed an Avery Automatic Scales in its elevator at Caledonia, Minn. It has a capacity of 750 bushels per hour.

The Farmers' Elevator Company of Hanley Falls, Minn., whose house was destroyed by fire on October 24, has purchased the elevator of the New London Milling Company.

The Elliott Elevator at Nashua, Minn., has been closed, and W. T. Whitehead, who has had charge of the business, has removed to Hillsboro, N. D., to work in an elevator.

M. Duly & Son have purchased the elevator of the Western Elevator Company at Sanborn, Minn. The house will be remodeled and a new gasoline engine will be installed.

The Monarch Elevator Company has awarded a contract for the erection of a 50,000-bushel elevator at Sherack, near Crookston, Minn., to replace the house recently destroyed by fire.

M. O'Neill of Blakely, Minn., plans to install a new dump, corn sheller, cleaner, feed mill, carloader, hay press and other equipment in his elevator in the spring, when he will remodel his house.

The International Elevator Company of Duluth, Minn., has taken over the elevator business of McCabe Brothers, while the latter firm will continue its grain commission business as the McCabe Brothers Company.

Thos. J. Cassidy, who has been pit trader for C. E. Lewis & Co. at Minneapolis, Minn., for the past 18 years, has engaged in the grain business with B. P. Munson, the firm to operate under the name of Cassidy & Munson.

The Mahnomen Elevator Company, of Mahnomen, Minn., organized several weeks ago, has filed articles of incorporation, with a capitalization of \$25,000. The incorporators are J. J. Vorachek, of Thief River Falls, Minn., and A. L. Thompson and J. M. Sluke, of Mahnomen.

The new reinforced concrete elevator of the P. C. Kamm Company at Milwaukee, Wis., will be complete about the first of the year. The elevator proper will have ground dimensions of 44x143 feet; and the workhouse will be 28x44 feet in size and 144 feet high. A steel dust house and track shed is being built near the elevator and this building

is 40x36 feet on the ground and 60 feet in height. This house will be built of structural iron covered with galvanized steel siding. The P. C. Kamm Company is a large shipper of grain, particularly of rye and barley, but heretofore public elevators have been used. The total storage capacity of the plant will be 230,000 bushels, with a handling capacity of 6,000 bushels hourly.

It is reported that the Capitol Elevator Company will build an elevator at Duluth, Minn., if Canada abolishes the duty on American wheat. "I believe," said J. F. McCarthy, president of the company, "that Canada will withdraw the duty, and of course in that case Canadian wheat will come in here free. Duluth will benefit by this more than any other point and we need a lot more elevator room. The Capitol Elevator Company desires to provide some of this necessary room and we will build a large elevator on the site recently vacated by the city. It is not necessary to give out the details of the elevator now, for the matter is simply in embryo, but I can say this, that it will be a large affair. In this connection it may be said that with free wheat, Duluth will be one of the largest markets in the world, and will increase in importance from the time the Canadian parliament acts."

## IOWA

C. W. Payne is building an elevator at Westside, Iowa.

Work has begun on a \$40,000 elevator at Iowa Falls, Iowa.

The Farmers' Elevator Company is building a new house at Minburn, Iowa.

The Farmers' Elevator Company, of Stanhope, Iowa, has built new corn cribs.

A new elevator is under course of construction at Paige Center, near Yorkton, Iowa.

The Ladora Lumber and Grain Company has remodeled its elevator at Ladora, Iowa.

The Farmers' Exchange Company is building an 18,000-bushel elevator at Renwick, Iowa.

An elevator may be erected at Humeston, Iowa, by John Kennel of Fremont, Iowa, it is said.

J. F. Twamley Son & Co. have completed the construction of a 90-foot corn crib at Readlyn, Iowa.

The Farmers' Elevator at Humboldt, Iowa, has been torn down and a new house will be constructed.

The A. D. Hayes Company has taken over the elevator, grain and coal business of I. J. Todd at Mediapolis, Iowa.

Wright & McWhinney have expended about \$500 on repairs in their elevator at Ortonville (R. F. D. from Waukeet), Iowa.

The Riverview Farmers' Club of Missouri Valley, Iowa, is said to be interested in the formation of a company to build an elevator.

An elevator will be erected at Schleswig, Iowa, by the Farmers' Grain Company, recently incorporated with a capital stock of \$7,000.

The Hunting Elevator Company is rushing work on its new elevator at Akron, Iowa. The house will be 27x38 feet in size and 60 feet high.

A new elevator has been erected at Ackley, Iowa, to replace the house recently destroyed by fire. C. E. Conway will operate the establishment.

O. P. Beale & Co. have remodeled their elevator at Potter (R. F. D. from Tama), Iowa, and a new leg, engine, dump and drives have been installed.

The Farmers' Elevator Company of Yale, Iowa, has improved its elevating equipment and is building a 10,000-bushel corn crib annex of tile construction.

P. W. Shenkleberg is interested in a movement at Halbur, Iowa, to build an elevator. Several thousand dollars have been subscribed for the new enterprise.

The Farmers' Elevator Company of Danube, Iowa, is building an ear corn crib, 24x24 feet on the ground, and an elevator leg and power sheller will be installed.

A 10,000-bushel cribbed elevator has been completed at Monteith, Iowa, for W. L. Reed. Its equipment includes a Fairbanks Gas Engine and a Constant Manlift.

The Hunting Elevator Company has filed an amendment to its articles of incorporation, changing its place of business from McGregor, Iowa, to Cresco, Iowa.

Improvements have been installed in the two elevators at Pomeroy, Iowa, including the reconstruction of the elevating apparatus and the installation of a man-lift.

The elevator of the Prairie City Grain and Stock Company at Prairie City, Iowa, has been remodeled throughout, while new spouts and a corn dump have been installed.

Farmers in the vicinity of Langdon, Iowa, have organized an elevator company, and it is probable that a site for a new house will soon be located. P. R. Milton, E. D. Chamberlain, Peter Robinson,

H. Tweet, P. N. Thompson, M. Austin and others are interested.

Harry Drew has disposed of his grain and stock business at Greene, Iowa, and removed to Waterloo, Iowa, where he will engage in a similar business.

The Sioux City Terminal Elevator Company of Sioux City, Iowa, recently elected the following officers: Mr. Hutton, president; L. L. Kellogg, vice-president, and H. P. Guiney, secretary.

The Farmers' Grain Company of Urbana, Iowa, will build an 8,000-bushel elevator at Millers Crossing (R. F. D. from Urbana), and a 5-horsepower motor will be installed.

The Farmers' Elevator Company of Gilman, Iowa, is building an addition to its elevator which will give about 15,000 bushels' additional capacity. The annex measures 20x36 feet.

Theo. Schilling, who has been manager of the Farmers' Exchange Company at Charles City, Iowa, for the past six years, has resigned to engage in the grain business on his own account.

The Farmers' Elevator Company recently completed a 40,000-bushel elevator at Tama, Iowa, and the equipment includes two stands of legs, a Barnard & Leas Cleaner and Sheller and a Constant Manlift.

The Farmers' Grain Company of Urbana, Iowa, has awarded a contract for the erection of a 12,000-bushel elevator to be equipped with a 7½-horsepower motor, a Fairbanks Automatic Scale, a dump scale and one leg.

The Schwartz Elevator at Sherwood, Iowa, which has been operated recently by L. J. Mighell, was sold at public auction on November 28, when Mr. Mighell bid in the property and will continue to operate the house.

The Brandon Co-operative Exchange of Brandon, Iowa, has completed its 12,000-bushel cribbed elevator and the equipment includes a Fairbanks Engine of six horsepower, a dump scale, one leg and a Fairbanks Automatic Scale.

A 12,000-bushel elevator was recently completed at Robinson, Iowa, for the Robinson Lumber and Grain Company. It is equipped with one leg, a Constant Manlift, a Fairbanks Automatic Weigher, and a six-horsepower Fairbanks Engine.

The Rock Island Railroad has purchased the plant of the Cavers Elevator Company at Council Bluffs, Iowa, the consideration, \$70,000. Eight building lots were purchased in conjunction with the elevator property for contemplated enlargements.

A charter has been granted to the Farmers' Elevator Company of Bayard, Iowa. The capital stock is \$10,000 and the officers are as follows: J. W. Cornish, president; Chas. Manville, vice-president; Hugh Carothers, secretary, and A. H. Fell, treasurer.

## THE DAKOTAS

William Rawson has completed his new elevator at Rawson, N. D.

Farmers are planning to build an elevator at Antelope, N. D., next year.

The Northwestern Elevator Company will build a corn crib at Albee, S. D., it is said.

Business men of Alexander, N. D., have established a grain market at that place.

The Sharon Elevator and Milling Company has reopened its plant at Sharon, N. D.

I. L. Berge has completed a new elevator at Olivia, N. D., a new town near Velva.

The Knife River Grain and Lumber Company is building a 25,000-bushel elevator at Krem, N. D.

A cleaner was recently installed in the house of the Farmers' Elevator Company at Hamar, N. D.

G. W. Wright has leased the elevator at Manley, near Valley Springs, S. D., and engaged a buyer.

The elevator at Cogswell, N. D., owned by Overton & Davies, has been purchased by Peter Sothman.

James Cooper, Jr., manager of the Bagley Elevator at Webster, S. D., has installed a wheat tester.

The houses of the Pacific Elevator Company, located at Bristol and Crandall, S. D., have been closed.

The Minneapolis & Northern Elevator at Cumings, N. D., has been repaired and opened for business.

Farmers near Cogswell, N. D., have been considering the advisability of organizing an elevator company.

S. M. Brann is building an elevator at Scotland, S. D., and J. C. Pigsley will be placed in charge of the house.

The Madison Milling and Grain Company of Madison, S. D., has purchased a site on which it will build a plant.

The Farmers' Elevator Company has been incorporated at Hammer Siding, Roberts County, S. D., with a capital stock of \$25,000. The incorporat-



ors are Henry M. Fallbaum, of Murray, N. D., and others.

The Star Elevator Company will construct an elevator at Zap, about 20 miles west of Stanton, N. D.

The Claire City Grain and Fuel Company is building an elevator at Noreay (R. F. D. from Lesterville), S. D.

A. J. Miller has purchased the Eli-Salyards Elevator at Minto, N. D., and will conduct it as an independent house.

The Regent Grain Company has opened its new elevator at New England, N. D., making seven grain houses for that city.

The stockholders of the Farmers' Elevator Company at Voss, N. D., have been contemplating the sale of their elevator.

The Occident Elevator Company is building an elevator at North Gate, N. D., a new town on the Great Northern Railroad.

Maddock & Kain, of Hettinger, N. D., whose elevator was recently destroyed by fire, have purchased the Hokenson Elevator.

The St. Anthony & Dakota Elevator Company has built an addition to its house at Epping, N. D., having a capacity of 17,000 bushels.

The Arnegard Farmers' Elevator Company has been organized at Arnegard, N. D., and will build an elevator early in the spring.

The Farmers' Elevator at Karlsruhe, N. D., has been purchased by the Lee Grain Company, and an automatic scale and cleaner have been installed.

The Fryburg Grain and Trading Company, of Fryburg, N. D., is building an elevator, and will handle farm machinery in addition to grain and produce.

A 15,000-bushel annex has been constructed to the elevator of the St. Anthony & Dakota Elevator Company at Springbrook, N. D., and a cleaner has been installed.

The Farmers' Equity Elevator Company, of Sterling, N. D., has been incorporated with a capital stock of \$10,000. The incorporators are A. B. Hunt, Geo. Beatty and Emery Gilchrist.

Articles of incorporation were recently filed by the Farmers' Equity Company, of Bucyrus, N. D., capitalized at \$24,000. The incorporators are Edward Eck, N. P. Nelson and Olaf Jacobson.

The Occident Elevator Company will erect houses at Hazen, Beulah and Olinda, N. D., towns west of Stanton, on the Northern Pacific Railroad. The Powers Company will also erect elevators at the last two named sites.

## CANADIAN

E. McKeene of Ambrose, N. D., will erect an elevator at Tribune, Sask.

The Hogg & Lytle Company have purchased the Alberta-Pacific Elevator at Okotoks, Alta.

C. O. Highum, formerly of Froid, Mont., has engaged in the grain business at Gravelbourg, Sask.

A 15,000-bushel elevator has been completed at Pembroke, Ont., by the Pembroke Milling Company.

It is reported that a large terminal elevator will be erected at Point Edward, Ont., to replace the plant destroyed by fire some time ago.

The Lake of the Woods Milling Company, Ltd., will build an elevator at Calgary, Alta., in connection with a new milling plant now under consideration.

According to a report the Alberta-Pacific Elevator Company, Ltd., has purchased a 30,000-bushel elevator at New Westminster, B. C., from which wheat will be exported.

George E. Marcy, president of the Armour Grain Company, Chicago, has leased for his company a large elevator at Depot Harbor, Ont., where all Canadian grain intended for export will be handled.

The Canadian Pacific Railroad has awarded a contract for the restoration of the large elevator at Transeona, Man., which partially sank into the ground recently, to the Barnett & McQueen Company, of Fort William, Ont.

It is reported that the elevator of the Ogilvie Flour Mills Company, Ltd., located at Fort William, Ont., will be improved and that its shipping facilities will be enlarged so as to permit of the loading of 20,000 bushels of grain into vessels hourly.

The Strong-Scott Manufacturing Company, of Minneapolis, Minn., has installed a 1,000-bushel Morris Drier in the Harbour Commissioners' Elevator at Quebec, Que., now under course of construction by the Canadian Stewart Company of Montreal, Can.

Morris Driers have been installed in several elevators at Fort William, Ont., by the Strong-Scott Manufacturing Company of Minneapolis, Minn. A 2,000-bushel drier has been placed in the elevator of the Grain Commissioners, a 1,000-bushel drier in the house of the Fort William Elevator Company and 500-bushel equipment in the Davidson-Smith Elevator. These elevators are being constructed by

the Barnett-McQueen Company, Ltd., of Fort William.

Black & Muirhead, Ltd., of Fort William, Ont., have awarded a contract to the Barnett-McQueen Company, Ltd., for the construction of an 80,000-bushel addition to their elevator. The house will be of cribbed construction and covered with galvanized corrugated iron.

The Muirhead-Bole Elevator Company, of Fort William, Ont., has succeeded the Muirhead Elevator Company, and the Bole Grain Company has succeeded D. L. Bole. W. D. Muirhead will continue to manage the house of the former company and D. L. Bole will continue in charge of the elevator of the latter firm.

It was announced at the recent meeting of the Grain Growers' Grain Company, Ltd., at Winnipeg, Man., that the Manitoba Government had canceled the lease held by the company on the elevators of the government, to take effect on August 31, 1914. The agreement called for a lease of five years, subject to cancellation by either party on one year's notice. There were 171 elevators under the contract.

The Saskatchewan Co-operative Elevator Company, Ltd., held its annual meeting at Regina, Sask., on November 19, when its financial statement submitted to the shareholders showed a profit of \$167,926. The profit and loss account showed that the revenue for the year totaled \$600,923.61, while the expenses were \$423,996.75. The assets of the company total \$1,709,487.57, the elevators alone representing \$1,289,928.87.

Stockholders of the Grain Growers' Grain Company, Ltd., to the number of 450, met at Winnipeg, Man., last month for their annual meeting. President T. A. Crerar announced that the net profit on the year's business, after paying off a loss of \$30,000 on the operation of the Manitoba Govern-

ment elevators, was \$170,000. As the paid-up capital of the company is now \$645,000, the profits for the year were more than 25 per cent. The regular 10 per cent dividend was declared by the board of directors about three months ago and the money distributed among the 14,000 farmers who are shareholders in the three prairie provinces. During the past year the increase in the company's capital stock was \$60,000, while the volume of business which passed through its hands exceeded \$50,000,000. The firm expects soon to have its own lumber mills in operation on its own 300,000,000-foot timber limit in British Columbia through which the Grand Trunk Pacific line has been constructed.

The Farmers' Co-operative Elevator Company, of Alberta, received a loan of \$300,000 from the provincial government the latter part of November, and the company expects to build a large number of grain houses during the coming year. Concerning the loan, W. J. Tregillus said: "We received a check for \$300,000, and it is a straight business proposition between the farmers and the government. There was no stipulation mentioned, and nothing said in regard to the elimination of loans to co-operative schemes if the elevators should not prove a success. We have now on hand about 50 applications from different points in Alberta, asking us to organize units and build elevators there. We expect to build about 75 to 100 more during the next year and should have at least 150 elevators operating in time for next year's crop. The government sent a mechanical engineer to inspect all the elevator buildings, and also a man to look into all the units of the company formed before they would give us a cent. Everything must have been satisfactory, for they have now paid us the year's installment. All the organizing will be completed by March 1, next year, and we will not have the delay and mix-up that we had this spring in regard to organizing."

## CRACKED KERNELS

Thomas Fairfowl is not an amateur baseball umpire. He is deputy grain inspector for the Portland, Ore., Chamber of Commerce.

\* \* \*

The prize corn crop of Alabama measured 232 bushels to a measured acre. This is a bumper crop or a booster story. See Alabama first.

\* \* \*

B. H. Wunder has been elected a member of the New York Produce Exchange. Does he believe in simplified spelling, we wonder?

\* \* \*

The Norwegian steamer *Tellus*, according to reports, recently carried 400,000 bushels of wheat from Philadelphia to Rotterdam. She is a sister ship of the Missouri vessel *Showme*.

\* \* \*

The English sparrow is reported to be very fond of the alfalfa weevil. Outside our window every day at 6 a. m. we have a large flock of sparrows which we don't need. Correspondence with alfalfa growers is solicited.

\* \* \*

Ruritania or Graustark?

[From the "Boston Transcript"]

These (grain) consuming countries are Great Britain and Europe east of Russia.

\* \* \*

The College of Agriculture of the University of Missouri has a special 2-year course for farmers and farmers' sons. How it must delight Willie when father is made to stand in the corner for being a bad boy.

\* \* \*

At Britton, S. D., recently a dog fell into an elevator boot and stopped operations. On the same day a similar accident happened at Langdon, N. D., only it was a skunk instead of a dog. The similarity in the two accidents ends right here.

\* \* \*

The Versatile Grain Man

[From the "Moit (N. D.) Pioneer Press"]

Leo Satler is the name of the new man at the Western Grain Elevator. Besides buying grain he plays short stop, the snare drum and isn't married.

\* \* \*

Pantagruel Up to Date

The corn crop of a certain western county is nearly a total failure this year. One morning a short time ago a farmer took a sack and went to his sixty-acre sweet corn field to see if he could find enough roasting ears for a meal, says an exchange. In going over the field he found that each ear had only a couple rows of corn, so he cut the corn off the cobs and had it cooked for dinner.

About dinner time a young fellow who lives near drove up, and the farmer invited him to stay. At the table

he passed the corn to the young man first, and the visitor took one spoonful of corn and started to take another, when the farmer stopped him and said:

"Don't you think you are going a little strong on the corn?"

The young man was very much embarrassed. "Why?" he stammered.

"Well, you have about fifteen acres of corn on your plate now."

\* \* \*

Salad or Sauerkraut?

[From the "Kansas City Star"]

A farmer near Coolidge scorns the idea of having a silo on his farm. "Before I begin mixing fancy salads for my stock to eat I'll quit the cattle business," he declared.

\* \* \*

LESSONS IN "SIMP" SPELLING

No. 2.

If you take up "simp" spelling, gentul reder, as thay do in the *Grain Dealers' Journal*, be careful and do not "simp" in one place and rite it out on the next page. "Shud" and "wud" are all rite in strate drinks, but thay don't mix with "should" and "would" in a lexicon cocktale. Thay sour the stomik.

"A station where grain enuf for two elevators. . ."

4 letters is enuf for eny word that simply menes "enough."

"One very good suggestion brot forward."

1 good suggestion deserves another. If you can't think of a word that rimes with brot, try trot or not or sot. The latter is particularly good in this connection. It would go something like this:

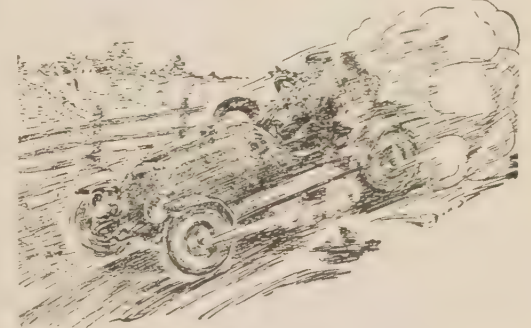
A good suggestion the simp speller brot,

To rite as simp as he cud;

But the effort made the man into a sot,

And the man's name then was mud.

\* \* \*



"Pretty fine crop of corn and beans in that field, eh?"  
"Looks like succotash to me."



## COMMUNICATED

[We invite correspondence from everyone in any way interested in the grain trade on all topics connected therewith. We wish to see a general exchange of opinion on all subjects which pertain to the interest of the trade at large, or any branch of it.]

## FROM A PANAMA TOURIST

*Editor American Grain Trade:*—We returned home safe and sound from the Panama trip and had a very nice time such as it was. Of course the fishes had to be fed as is usually the case with those who are not used to the water.

We left Panama City with the temperature about 88° Fahr. Landed in New Orleans at 76°; Alexandria, La., 60°; St. Louis, 45° and getting colder; but also, Toledo snowing, blowing and freezing. It was pretty cold for us with only light summer clothes on. But we got home just the same.

Yours truly,  
Curtice, Ohio. H. G. DEHRING.

## QUICK GRAIN HANDLING.

*Editor American Grain Trade:* We hear so much about slow movement of freight by the railroads, that we feel it is but justice to the railroads that commendation be given when extraordinary despatch is made. On December 2 we shipped 11 cars of corn to Buffalo, the train on which these cars moved having left Fostoria at 3:30 p. m.

The cars arrived in Buffalo the following day at 12:40, were inspected and sold by W. G. Heathfield & Co. within 3 hours from the date of their arrival, so that in about 26 hours from the time cars left Fostoria, they had reached Buffalo, had been inspected and sold. It seems to us this is something of a record. The distance is 274 miles.

Yours very truly, THE FOSTORIA GRAIN CO.,  
Fostoria, Ohio.

## PREVENTION OF ELEVATOR ACCIDENTS

*Editor American Grain Trade:*—The writer was very much interested in the article entitled "The Ounce of Prevention in the Grain Elevator" in your November issue. His own experience has led him into close contact with a number of serious accidents of the kind and it is always gratifying to note any publicity given safety work.

Of course what with the splendid information given by the insurance companies and the numerous individual crusades throughout the country, accidents around elevators have been materially reduced. There still occur far too many, however, and it should be the aim of everyone to bring the number down to a minimum.

As the writer of the article referred to says, a majority of present day accidents occur to strangers not acquainted with the character or location of the machinery. An elevator is always a place of interest and fascination, but visitors should either be accompanied by competent guides or barred out altogether. The latter procedure, while seemingly harsh, should be enforced in busy seasons, as it may be the means of saving life or limb. Almost every day newspapers report accidents which place emphasis upon the point stated. Then, too, the careless operator is also a factor, although he is gradually being eliminated. It can be safely declared that the elevator man of today is not much more alive to the dangers around him than his predecessor of twenty years ago.

Very truly yours,  
Philadelphia, Pa. MORTON MORGAN.

## HABIT IN NOMENCLATURE

*Editor American Grain Trade:*—As I have listened to and read the arguments pro and con of the proposed Government grades on corn, I have been particularly struck with the futility of most of the arguments, since they rest almost entirely upon nomenclature and do not reach the fundamentals of the obvious advantages of these grades at all. This was strikingly brought out in the paper by C. B. Riley, entitled "Why 'Standard' Corn Should Replace No. 3," which was printed in your issue of November 15. The whole argument rests upon the fancied demoralization of the trade if No. 3 corn is in the future called No. 4 corn.

It is absurd to make a fetish of a name, and still more absurd to harbor the belief that the prosperity of the greatest trade in the world can be threatened by a mere change in number. Your gasoline engine will work just as hard if you fill your tank with petrol; your storage bin holds just as much grain if you call it a silo, as they do in England; and a load of corn, testing about 19 per cent of water, will be just as valuable if called No. 3, or No. 4, or No. 4, 11, 44.

There are very few producers, shippers, or receivers in the country today who are not aware that the government has these changes under advisement. They learned this through the newspapers, the trade journals, and the farm papers. Through the same sources they will learn when the new grades go into effect, and the trouble that has been so much talked about will be conspicuous by its absence. In one season No. 4 corn will be accepted as "standard" as naturally as No. 3 is at present.

If every man who objected to the new grades on this ground were asked if he personally expected to become confused or mixed by the change, he would probably answer that he would not as he understood the conditions and circumstances, but that the other fellow might. Now if Mr. Critic will just give the rest of us credit for a reasonable amount of sense, he will see that there is no more danger of our selling or buying No. 4 corn under a misapprehension that it is No. 3, than there is of his making such a mistake.

Of course the matter of uniform grading is a horse of quite another color. But there is no reason to suppose that the grading under Government supervision will not be done with entire satisfaction to the trade when the rules are formulated and the machinery is in good working order. The rules will

probably be largely determined by the Legislative Committee of the Grain Dealers' National Association, so that we can rest easy on that score, and if the machinery is as successful in operation as that which guides the administration of the Pure Food and Drugs Act in its special field, we will have nothing to fear.

Yours truly, FORMAN TYLER.

GRAIN MEN FOR STATE AND INTERSTATE  
BOARDS

*Editor American Grain Trade:* With three vacancies in the Interstate Commerce Commission to be filled, why should not President Wilson appoint a grain man to one of the positions? The big grain interests of the country have never received the recognition that they deserve. Probably one big reason is that grain men have never pushed their claims far enough. The only specific case I can remember where a body of grain men took action upon this point was the recommendation of Lee G. Metcalf for a place on the Illinois Railroad and Warehouse Commission, passed at the last convention of the Illinois Grain Dealers' Association, which, I understand, has so far met with no response from the governor, who has the appointing power.

I think everyone will agree that lawyers are not the only ones entitled to places on important boards. Every state commission should have at least one representative grain man on it, and similarly a place should be found for one on the Interstate Commerce Commission. This is only just to the trade which enters so vitally into the progress, prosperity and development of our country.

Very truly yours, R. N. COULSTON.  
Chicago.

## BARLEY AND MALT

[Special Report.]

## CHICAGO BARLEY MARKET

BY MOSES ROTHSCHILD

President, Moses Rothschild Company, Chicago.

Conditions surrounding the barley market for the past 30 days have not been very satisfactory from the receivers' or sellers' viewpoint. Receipts have been very liberal as compared to requirements of maltsters. For this reason, markets have been sagging downward gradually, with the result that prices are now on a very low basis.

There are several factors entering into the situation which we will endeavor to outline as briefly as possible.

It appears that brewers for some time past have not been using the quantity of malt they ordinarily consume at this season of the year, hence shipping orders have been smaller than usual.

Another factor is that a great many maltsters in selling their product do so for delivery as called for during the season by the brewer. On account of the uncertainty attending prices, none of them will take chance of standing short against their malt sales. They have consequently bought barley freely at such times as they may have sold malt. In this manner, nearly all the available storage capacity has been filled up with the raw material—barley—and the finished product—malt. Therefore, at the present time nearly all maltsters find themselves in position of being short storage capacity.

They are making no effort to sell malt except for immediate or nearby delivery, for the reason that they would be unable to protect their contracts by further purchases of barley.

The exception to this statement is to the extent that some barley sellers have been willing to sell the grain for deferred shipment and considerable business has been booked for delivery during the first months of 1914.

Outside of little business passing in spot grain, the only inquiry at this time is for deferred shipment. Fortunately, for those people interested in seeing at least a steady barley market, offerings of barley recently have been very moderate. This has tended to maintain fairly steady price level at recent declines. The future trend will be governed very largely, in our opinion, by, first: the trend of corn and oats values, and second: the demand later on from maltsters.

The Canadian Malt Company, of Winnipeg, Man., has secured a permit to build a malt house costing about \$18,000.

All records for grain cargoes on the Great Lakes were said to have been broken on November 28, when the steamer "William L. King" passed out of the harbor of Duluth bound for Buffalo, carrying 490,000 bushels of barley. The barley was

loaded at Elevator "K" for the Cargill Commission Company, and will be held in storage by the "King" all winter in Buffalo harbor.

The Geneva Malting Company, of Geneva, N. Y., has closed its plant pending the election of a new board of directors.

The malthouse at Oswego, N. Y., formerly operated by Neidlinger & Co., will be sold at public auction on January 3.

The Manitowoc Malting Company, of Manitowoc, Wis., has practically completed the operating house in connection with its elevator. The Witherspoon-Englar Company, of Chicago, has the contract.

The elevator property of the American Malting Company, comprising 213x236 feet on Moffat Street, also a strip 25x200 feet on North Fifty-second Avenue in Chicago, has been purchased by the Cragin Elevator Company, recently organized at this place.

New data on the harvest of barley in the Northern Hemisphere was given as follows in the October number of the Bulletin of Agricultural Statistics, which is edited under the direction of Prof. Umberto Ricce, of the International-Institute of Agriculture: For barley the production of France is 10,940,200, against 11,014,200 quintals in 1912 (one quintal equals about 22.46 pounds). For the same countries as are mentioned for wheat (Prussia, Belgium, Denmark, Spain, France, Great Britain and Ireland (excluding Scotland), Hungary, Italy, Luxemburg, Netherlands, Roumania, Russia in Europe (63 governments), Switzerland, Canada, United States, Japan, Russia in Asia (10 governments), Algeria (excluding the department of Algiers and Tunis), this year's production is estimated at 275,904,261 quintals, or 101.2 per cent of last year's 272,700,495 quintals).



From Zahm's Red Letter, Dec. 6.

MR. FARMER IS SURELY HUGGING "MISS SOFT WINTER WHEAT" VERY TIGHT



## TRANSPORTATION

## OKLAHOMA GRAIN RATES

In a recent decision of the Interstate Commerce Commission, following a complaint of the Omaha Grain Exchange, the proposed increase in rates on grain and grain products to Fort Smith & Western Railroad stations in Oklahoma were found not to have been justified, and the disagreement between the Fort Smith & Western and the Chicago, Rock Island & Pacific railroads regarding the amount of their respective divisions of the through rate was not considered a justification for an increase in rates.

The increase in rates on corn from stations in Iowa between Des Moines and Council Bluffs to stations on the Fort Smith & Western were particularly involved in the proceeding. The order of the Commission continues effective the former through rates applicable from Mississippi river points, that is 20, 20½ and 21 cents per 100 pounds. These rates permit milling in transit at Council Bluffs.

In the controversy between the carriers, the Fort Smith & Western claimed a higher division of the through rate. Shortly before the fall of 1910, the two roads entered into a general traffic arrangement with the understanding that the percentage rates should not apply on grain. In September of that year, rates were established, but apparently the first movement under those rates took place in the season of 1911-1912.

At that time, the Fort Smith & Western conferred with the Rock Island as to the division of revenue, and a proportional rate, based on mileage, was established. Although the carriers disagree as to the divisions, they did not contend that the rates themselves are unreasonably low. The Commission did not consider the disagreement sufficient cause for the establishment of a higher rate.

The carriers were ordered to cancel on or before January 1, 1914, the rates and charges stated in the suspended schedules and it was specified that the railroads continue the present rates as maxima for a period not less than two years.

## GRAND TRUNK PACIFIC OPERATIONS

Officials of the Grand Trunk Pacific have announced that the greatest precautions have been taken to avoid congestion in grain shipment throughout western Canada this year, every available empty freight car on the system having been worked westward until the sidetracks along the line are well filled with rolling stock, ready to be switched to the loading platforms to receive grain. Last month, E. J. Chamberlain, president of the road, returned east from the annual inspection trip of the system, accompanied by Morley Robertson, vice-president and general manager; W. P. Hinton, general passenger agent; H. H. Brewster, general superintendent of western lines; A. E. Rosevear, general freight agent, and Chief Engineer Kelliher.

Concerning grain transportation, Mr. Chamberlain said: "Shippers in western Canada may rest assured that everything will be done to take care of their interests and, if it is found necessary to facilitate transportation of this year's great grain crop during the winter months, we will do so. There will be no blockade this season."

The president stated that the capacity of the Grand Trunk Pacific will be materially augmented by the completion of the National Transcontinental, and added: "It is yet a little too early to state definitely when this new line will be ready and in position to be taken over by the operating department, as much of the work depends upon circumstances which cannot be forecasted, such as weather and unforeseen difficulties. Two hundred and seventy-five miles of track is uncompleted so far as ballasting is concerned, but the contractors are doing everything possible to rush the track to completion. We have been assured that the line will be completed in time to handle this season's crop, if called upon to do so. We believe, however, it would be better for the construction of the road if the contractors were permitted to complete their work before the line is in operation."

Hon. Frank Cochrane, Dominion Minister of Railways, accompanied Mr. Chamberlain over the National Transcontinental from Cochrane, Ont., to Winnipeg, to note the progress of the work. "Mr. Cochrane has the interests of the West at heart," remarked the president, "and we have promised to do everything we can to facilitate transportation." Referring to the work west of Edmonton, Mr. Chamberlain added: "The big 'pathfinder' with a gang of 200 men is laying a mile of steel daily, and as things appear at present the rails should reach Fort George early in February."

"With the completion of the bridge at Mile 142, the second crossing of the Fraser River, there is only one more crossing of the river, and though the bridge at this point is some distance from completion, a temporary structure can be erected so as to construct the line of steel into Fort George. Steel head is now at Mile 150, and the track layers are averaging about a mile and a half a day. The right-of-way is now graded to Mile 250, ready for the track layers. It is important that steel head be pressed as far as Fort George this winter, as an enormous amount of supplies are needed in the interior for carrying on operations, and every mile nearer they can be laid to their destination by train is an immense saving both in time and money."

It is not anticipated that cars cannot be supplied rapidly enough during the late fall and winter months, since official announcement is to the effect that there will be no car shortage, but if such a contingency should arise, it was mentioned that the internal storage elevators built under the government plan will prove valuable.

The absorption of switching charges on wheat in St. Louis was discussed at a meeting of the Railroad and Warehouse Commission in Springfield, Ill., on December 2.

On November 28, the Interstate Commerce Commission ordered a suspension until March 29, of a tariff of the St. Louis and San Francisco Railroad, proposing to withdraw milling-in-transit privileges on grain and seed, now enjoyed by shippers.

On November 25, the United States Grand Jury at Philadelphia, returned six bills of indictment charging the Pennsylvania Railroad Company and others with giving or accepting rebates in the shipments of grain from western points to Philadelphia.

The Texas Railroad Commission conducted a hearing on December 9, to consider the matter of applying grain rates to crushed Kaffir corn and milo maize and also the application of the same milling-in-transit and stoppage-in-transit privileges.

Rates on grain and other commodities over the Louisville and Nashville Railroad were approved by the Supreme Court in the so-called Kentucky state rate case on December 1, when the decision of the Federal Court for that state was affirmed.

W. M. Hopkins, transportation manager of the Chicago Board of Trade, advises that it is the intention of all carriers to require a literal observance of the conditions of the Uniform Bill of Lading, reading as follows: "Claims for loss, damage or delay must be made in writing to the carrier at the point of delivery or at the point of origin within four months after delivery of the property, or in case of failure to make delivery,

then within four months after a reasonable time for delivery has elapsed. Unless claims are so made the carrier shall not be liable."

A grain firm of Grand Forks, N. D., presented arguments before a representative of the Interstate Commerce Commission at Fargo, N. D., on November 21, seeking the establishment of the "cleaning grain in transit" privilege enjoyed by Minneapolis, St. Paul and Duluth, Minn.

Increases in rates on grain and grain products from stations in Iowa between Des Moines and Council Bluffs to Fort Smith and points in Oklahoma, which carriers had proposed to put in effect January 1, were disapproved by the Interstate Commerce Commission on November 21.

Representatives of the Kansas Public Utilities Commission appeared at a hearing of the Interstate Commerce Commission at Albuquerque, N. M., on November 21, in an effort to prevent the issuance of an order by the Commission which would, it was alleged, put the Kansas grain shippers out of the Arizona and New Mexico market.

Attorneys for the Louisville & Nashville Railroad have filed with the Interstate Commerce Commission a brief in the case of the Kentucky Distilleries and Warehouse Company against the railroad. The distillers charged excessive freight rates and the railroad company claimed that the rates are not unreasonable and asked for a dismissal of the complaint.

Last month the Chicago, Milwaukee & St. Paul and other railroads were ordered by the Interstate Commerce Commission to continue in effect for a period of two years from January 2, the existing Iowa grain rates. The Commission held that the proposed increased rates on grain between Spencer and Manila, Iowa, and intermediate stations are not justified.

The Chamber of Commerce, Milwaukee, Wis., filed on December 2, a complaint with the Interstate Commerce Commission, against freight rates on grain, grain products and flaxseed from western and northwestern points to Milwaukee, when the shipments are intended for the eastern market and for export. It is claimed that the rates, compared with those to Minneapolis for the East, are discriminatory.

Alleging discrimination in rail rates for wheat from the prairie provinces of Canada through Vancouver for southern shipment, the Vancouver Board of Trade will take up with the Dominion Railway Commission, a complaint of the grain merchants, who allege that by reason of preferential rates which the Canadian Pacific Railroad has made with the Pacific Coast Steamship Company, the California market for wheat is practically shut off from Alberta and Saskatchewan.

The Transportation Department of the Chicago Board of Trade advises that effective January 1, 1914, the minimum weight on oats in official classification territory (domestic) will be increased from 40,000 to 48,000 pounds. This change affects rates to all points east of Chicago and north of the Ohio River, including through rates from points in Illinois and Indiana on roads such as the Chicago & Alton, Chicago & Eastern Illinois and the

## HOW SOME VIEW THE PROPOSED INCREASED RATES



From the "National Petroleum News"

THE RAILROAD "WIDOWS AND ORPHANS" GOING DOWN TO PLEAD FOR THAT 5 PER CENT RATE ADVANCE



Chicago, Indiana & Southern which are subjects to the official classification basis of minimum weights through from point of origin to destination.

Special Examiner Butler of the Interstate Commerce Commission heard testimony at Oklahoma City, Okla., on November 27, concerning freight rates on wheat and flour. Railroads in Oklahoma recently filed with the Interstate Commerce Commission a new tariff, calling for a higher freight rate than that granted to northern millers, it is alleged. Oklahoma dealers claim that the rate is discriminatory. The Oklahoma Corporation Commission

was given until January 27 to complete its brief and the railroads until February 27 to file their answer.

The Minnesota State Railroad and Warehouse Commission promulgated two rulings affecting the grain trade on December 2. The one rule prohibits a commission merchant from buying grain or other agricultural products which are shipped to him, or selling them to a subsidiary company or corporation. The Commission has also ruled that the alleged practice of making arbitrary switching charges against shipment of grain, regardless of the amount actually paid, must be discontinued.

## CHANGES IN RATES

These changes in rates affecting grain and grain products are furnished to the "American Grain Trade" by the General Traffic Association, Inc., 715 Fourteenth Street, N. W., Washington, D. C. If any of our readers feel that the present rates or those which are about to become effective are unjust, excessive or discriminatory, this company has agreed to take care of such matters before the Interstate Commerce Commission, at only a nominal cost.

Since our last issue the following new tariffs have been filed with the Interstate Commerce Commission, naming rates on grain and grain products, with the I. C. C. Numbers, effective dates and rates in cents per one hundred pounds. (A) denotes advance and (R) denotes reduction.

### Illinois Central

I. C. C. No. A8586, December 11. Flour from Council Bluffs, Iowa, Omaha and South Omaha, Neb., (when originating beyond or when manufactured at these points from grain originating beyond) to Hamilton, Ohio, Louisville, Ky., 17 cents; Attica, Monon, Oxford, Rensselaer, Ind., 16.5 cents (R); Cincinnati, Ohio, 17 cents; Jeffersonville and New Albany, Ind., 17 cents.

### Canadian Northern

I. C. C. No. W229, December 12. Between Beaudette, Pitt, Graceton, Cedar Spur (R), William, Roosevelt, Swift, Warroad and Longworth, Minn., and Duluth, Minn., wheat, flaxseed, hemp seed, millet seed, prepared flour, wheat flour, etc., 12 cents; corn, oats, rye, barley, alfalfa feed and meal, bran, brewers' grits, brewers' meal, oat groats, rolled oats, oat dust, oat hulls, oat meal, rolled rye, rye flour, malt, pearl barley, etc., 10.9 cents (R). Between above named points and St. Paul, Minn., wheat, flaxseed, hemp seed, millet seed, prepared flour, wheat flour, corn, oats, rye, barley, alfalfa feed and meal, bran, brewers' grits, brewers' meal, oat groats, rolled oats, oat dust, oat hulls, oat meal, rolled rye, rye flour, malt, pearl barley, etc., 15 cents.

### Atchison, Topeka & Santa Fe

I. C. C. No. 6639, December 15. From Galveston, Port Bolivar and Texas City, Texas (imported from Europe, Asia, South America and other foreign countries), to Russell, Pleasant Valley, Coyle, Perkins, Ripley, Mehan, Stillwater, Yost, Glencoe, Rambo, Pawnee, Okla.; wheat, 24½ cents; corn, 22 cents.

### West Shore

I. C. C. No. B8306, December 15. From Buffalo, N. Y., to Boston, Mass. (for export), wheat, 6 cents; corn, 5.25 cents; rye, 5.7 cents; barley, 5.25 cents; oats, 4 cents, and flaxseed, 6 cents per bushel (A).

### Pennsylvania

I. C. C. No. G05360, December 15. Wheat from Erie, Pa., to New York City (for export), wheat, 6 cents; rye, 5.75 cents; corn, 5.25 cents; oats, 4 cents; flaxseed, 6 cents; barley, 5.25 cents; Philadelphia, Pa., and Baltimore, Md. (for export), wheat, 5.7 cents; rye, 5.45 cents; corn, 4.95 cents; oats, 3.8 cents; flaxseed, 5.7 cents; barley, 5.5 cents (A) per bushel.

### New York Central & Hudson River

I. C. C. No. B19459, December 15. From Oswego, N. Y., to New York, N. Y., (for export) wheat, 6 cents; corn, 5.25 cents; rye, 5.75 cents; barley, 5.25 cents; oats, 4 cents, and flaxseed, 6 cents per bushel (A).

I. C. C. No. B19458, No. B19460, No. B19461, December 15. From Buffalo, N. Y., to New York, N. Y., and East Boston, Mass., (for export) wheat, 6 cents; corn, 5.25 cents; rye, 5.75 cents; oats, 4 cents; barley, 5.25 cents; flaxseed, 6 cents per bushel (A); to Philadelphia, Pa., (for export) wheat, 5.7 cents; corn, 4.95 cents; rye, 5.45 cents; barley, 5.05 cents; oats, 3.8 cents, and flaxseed, 5.7 cents per bushel (A).

### Erie

I. C. C. No. 11409, December 15. Barley, 5¼ cents; corn, 5¼ cents; flaxseed, 6 cents (A); oats, 4 cents; rye, 6 cents, and wheat, 6½ cents from Buffalo, N. Y., to New York, N. Y., (for export) (rates apply per bushel).

I. C. C. No. 11405, December 15. Barley, 5.25

cents; corn, 5.25 cents; flaxseed, 6 cents; oats, 4 cents; rye, 5.75 cents, and wheat, 6 cents per bushel from Buffalo, N. Y., ex-lake to Long Dock, Jersey City, N. J., (for export only).

I. C. C. No. 11406, December 15. Barley, corn, 5.25 cents; flaxseed, 6 cents; oats, 4 cents; rye, 5.75 cents, and wheat, 6 cents per bushel from Buffalo, N. Y., ex-lake to Boston, Mass., (for export only).

I. C. C. No. 11407, December 15. Barley, 5.05 cents; corn, 4.95 cents; flaxseed, 5.7 cents; oats, 3.8 cents; rye, 5.45 cents, and wheat, 5.7 cents per bushel from ex-lake Buffalo, N. Y., to Port Richmond, Philadelphia, Pa., (for export only) (A).

I. C. C. No. 11408, December 15. Barley, 5.05 cents; corn, 4.95 cents (A); flaxseed, 5.7 cents; oats, 3.8 cents; rye, 5.45 cents, and wheat, 5.7 cents per bushel from Buffalo, N. Y., ex-lake to Baltimore, Md., (for export) (A).

### Delaware, Lackawanna & Western

I. C. C. No. 9526, December 15. From Buffalo, N. Y., to Baltimore, Md., and Philadelphia, Pa., (for export) wheat, 5.70 cents per bushel; to Boston, Mass., (for export) wheat, 6 cents; shelled corn, 5.25 cents; rye, 5.75 cents; barley, 5.25 cents; oats, 4 cents, and flaxseed, 6 cents per bushel (A).

I. C. C. No. 9525, December 15. From Oswego, N. Y., to New York Lighterage Station, N. J., and points within lighterage limits of New York Harbor (for export) wheat, 6 cents; shelled corn, 5.25 cents; rye, 5.75 cents; barley, 5.25 cents; oats, 4 cents, and flaxseed, 6 cents per bushel (A).

I. C. C. No. 9544, January 1, 1914. Starch from Oswego, N. Y., to Pittsburgh, Pa., 10 cents.

### Baltimore & Ohio

I. C. C. No. 12555, December 15. Export grain from West Fairport, Ohio, to Baltimore, Md., barley per bushel of 48 pounds, 5.05 cents; shelled corn per bushel of 56 pounds, 4.95 cents; flaxseed per bushel of 56 pounds, 5.7 cents; oats per bushel of 32 pounds, 3.8 cents; rye per bushel of 56 pounds, 5.45 cents; wheat per bushel of 60 pounds, 5.7 cents (A).

### Union Pacific

Supplement 12 to I. C. C. No. 2249. December 16. Flour from Ellsworth, Kan., to Joplin, Mo., 15½ cents.

### Minneapolis, St. Paul & Sault Ste. Marie

Supplement 11 to I. C. C. No. 3016, December 16. Barley, oat clips, corn, Kaffir, elevator dust, oat hulls, malt, malt sprouts, refuse (flour and mill), speltz and articles taking same rates to Fairchild, Wis., from Minneapolis, St. Paul, Minnesota Transfer and Camden Place, Minn., 7½ cents; flax bran, buckwheat, oil cakes, brewers' grain products between same points, 10 cents (R).

I. C. C. No. 3385, January 1, 1914. Grain, flour, feed and mill-stuffs from Duluth, Minn., and Superior, Wis., to Bessemer, Mich., Hurley, Wis., and Ironwood, Mich., 9½ cents.

### Canadian Pacific

I. C. C. No. E1646, December 17. From Fort William, Port Arthur and Westfort, Ont., 35 cents; Boston, Mass., (for export) barley, oats, rye, 20½ cents (R); wheat, 23 cents; flaxseed, 35 cents; grain products, 22½ cents; Baltimore, Md., New York City, Philadelphia, Pa., (for export) barley, oats, rye, 20½ cents (R); wheat, 23 cents; flaxseed, 35 cents; grain products, 22½ cents.

I. C. C. No. E1650, December 31. From Port McNicoll, Ont., to Boston, Mass., (for export) wheat, 6 cents; barley, 5¼ cents; oats, 4 cents per bushel.

### Grand Trunk

I. C. C. No. 2007, December 17. Grain from Collingwood, Depot Harbor, Goderich, Kingston, Midland, Port Colborne and Tiffin, Ont., and Port Huron, Mich., to Boston, Mass., (for export) wheat, 6 cents; flax, 6 cents; rye, 5.75 cents; corn, 5.25 cents; barley, 5.25 cents per bushel (A).

I. C. C. No. 2006, canceling 1938, December 17. Grain from Collingwood, Depot Harbor, Goderich, Kingston, Midland, Port Colborne, and Tiffin, Ont., and Port Huron, Mich., to Portland, Maine, (for export) wheat, 5.5 cents; flax, 5.5 cents; rye, 5.25

cents; corn 5 cents; barley, 5 cents; oats, 3.65 cents per bushel (A).

Supplement 5 to I. C. C. No. 1554, December 27. Oat hulls from Toronto, Ont., to Salamanca, N. Y., 13 cents (R).

### Lake Erie and Western

I. C. C. No. 2459, December 19. Ear corn, corn not shelled, from Gilman, Royerton, Ind., to Fort Recovery, Ohio, 2½ cents.

I. C. C. No. 2540, December 29. Flour made from grain only when originating in Trans-Mississippi River territory from Peoria, Ill., to Fort Wayne, Ind., 8 cents (R).

### Chicago, Rock Island & Pacific

Supplement 18 to I. C. C. No. C9387, December 23. To Sioux City, Iowa, from Wathena, Troy, Bendena, Denton, Purcell, Kan., wheat, 18 cents; corn, 16 cents (R); also numerous other rates.

Supplement 3 to I. C. C. No. C9526, December 27. From St. Paul, Minnesota Transfer, Minneapolis, Minn., Owatonna and Faribault, Minn., to New Orleans, Port Chalmette, West Wego, La., Gulfport, Miss., Mobile, Ala. (shipside for export except to Europe, Asia and Africa) wheat (only), 20½ cents (R), and flour (wheat or rye), 19½ cents (rates from St. Paul, Minn., and Minneapolis, Minn., apply on shipments originating beyond).

Supplement 18 to I. C. C. No. C9446, December 27. Between Lester, Iowa, and Chicago group and Peoria group, wheat, wheat flour and flaxseed, 18 cents; corn, 17 cents (R); between Van Ostrum Switch and Zachary's, Iowa, and Chicago group, wheat and wheat flour, 13.9 cents; flaxseed, 15 cents, and corn, 12½ cents; Peoria group, wheat and wheat flour, 12.4 cents; flaxseed, 12½ cents, and corn, 11 cents.

### Missouri, Kansas & Texas

I. C. C. No. A3917, December 23. Wheat, 24 cents; corn and articles taking same rate, 21½ cents to Devel, Grandfield, Loveland, Hollister and Frederick, Okla., imported via Galveston, Texas (R).

I. C. C. No. A3918, December 27. From Alton, East Hannibal, East St. Louis, Ill., Hannibal and St. Louis, Mo., to Brister, Emerson, Kerlin, Magnolia and Mohawk, Ark., flour, 28 cents; wheat, 25 cents; corn meal, 26 cents, and corn, 23 cents; from same points to McNeil, Ark., flour, 25 cents; wheat, 24 cents; corn meal, 23 cents, and 21 cents (R) (rates also apply on articles taking same rates).

I. C. C. No. A3922, January 1, 1914. Oats from Armstrong, Caddo, Calera, Caney, Colbert, Durant, Ward and Wassetta, Okla., to Vicksburg, Miss., (applies on shipments destined to points beyond to which no through rates are in effect) 20 cents; to Vicksburg, Miss., from Altus, Brink and Burt Spur, Okla., wheat and articles taking same rates, 24½ cents; corn and articles taking same rates, 21½ cents.

### Great Northern

Supplement 6 to I. C. C. No. A3720, December 20. From Navajo and Flaxville, Mont., to Chicago, Ill., flaxseed and millet seed, 34½ cents; grain and products, 32½ cents; to St. Louis, Mo., and East St. Louis, Ill., flaxseed and millet seed, 36½ cents; grain and grain products, 34½ cents.

### Northern Pacific

Supplement 2 to I. C. C. No. 5422, December 20. Grain, flour and millfeed between Portland, Ore., and Yacolt, 8½ cents; Tacoma, Seattle and Olympia, 12½ cents; South Bend, Aberdeen, Hoquiam, Cosmopolis and South Aberdeen, Wash., 12½ cents (R).

### Chicago & Eastern Illinois

Supplement 31 to I. C. C. No. 2500, December 23. Brewers' and distillers' dried grains from Terre Haute, Ind., to Fort Atkinson, Wis., 15 cents (R).

### Missouri Pacific

Supplement 4 to I. C. C. No. A2384, December 25. To Briark, Ark., from St. Louis, Mo., Carondelet, Mo., East St. Louis, Ill., Du Po, Ill., wheat flour, 15 cents; corn meal and corn, 13 cents; from Cairo, Gale, Thebes, Ill., to Briark, Ark., flour and wheat, 13 cents; corn, meal and corn, 11 cents.

I. C. C. No. A2457, December 30. Flour from Stafford and Great Bend, Kan., to Parsons, Kan., 13½ cents; from Arkansas City, Kan., to Parsons, Kan., 12 cents.

### Chicago & Alton

Supplement 2 to I. C. C. No. A494, December 26. From Kansas City, Mo., and rate points originating beyond to Memphis, Tenn., wheat and flour, 14 cents; corn, rye, oats and barley, 13 cents; corn meal, 13 cents; flaxseed, 16 cents; hemp seed, 19 cents.

Eugene Morris, Agent for Central Freight Association

Supplement 3 to I. C. C. No. 411, December 26. Grain and products, viz.: flour, barley, flaked or rolled, hominy flake, oat meal, rolled oats, pearl barley, wheat, corn, rice, rye, flaked hominy grits, corn meal and bran from Evansville group to Memphis, Tenn., 9 cents; New Orleans, La., 16 cents; from Vincennes group to Memphis, Tenn., 11 cents; New Orleans, La., 18 cents; from Cleveland group to Memphis, Tenn., 19 cents; New Orleans, La., 26 cents; feed (chopped or ground) when in mixed car-



loads with flour from Indianapolis group to Memphis, Tenn., 15 cents.

#### Chicago, Milwaukee & St. Paul

Supplement 12 to I. C. C. No. B2592, January 1, 1914. Linseed oil from Sioux City, Iowa, to Kansas City, St. Joseph, Mo., Atchison and Leavenworth, Kan., 16.5 cents.

W. H. Hosmer, Agent for Western Trunk Line Committee

Supplement 5 to I. C. C. No. A415, January 1, 1914. Brewers' rice imported from Europe, Asia, Africa, Australia, New Zealand and Philippine Islands from gulf ports to Potosi, Wis., 27 cents.

Supplement 3 to I. C. C. No. A407, January 1, 1914. Brewers' rice imported from Europe, Asia, Africa, Australia, New Zealand and Philippine Islands via shipside gulf ports to Denver, Colo., and rate points, 33 cents; to Salt Lake City, Utah, and rate points, 68 cents.

#### Kansas City Southern

I. C. C. No. 3266, January 1, 1914. Flour from Sioux City, Iowa, to New Orleans and Algiers, La., 29.1 cents.

#### Minneapolis & St. Louis

I. C. C. No. B125, January 1, 1913. From Minneapolis, Minnesota Transfer and St. Paul, Minn., (applying only on shipments originating beyond or on the products of grain or seeds originating beyond) to Chicago, Chicago Heights, Lockport, Ill., Milwaukee, Wis., Peoria, Pekin, South Bartonville, Ill., barley, corn, oats, rye, speltz, and Kafir corn, 7½ cents; buckwheat, 10 cents; brewers' refuse, dry and gluten feed, 10 cents; flax and millet seed, flax bran, flax shives, flaxseed screenings, 10 cents; elevator dust, oat clips, oat chops, oat hulls, refuse (flour and mill), grain screenings, malt, malt sprouts and maltsters' refuse, 7½ cents; seed, wild mustard, 10 cents; wheat (except buckwheat), 10 cents; from same points to Alton, East St. Louis, Granite City, Madison, Roodhouse, Ill., and St. Louis, Mo., barley, corn, oats, rye, speltz and Kafir corn, elevator dust, oat clips, oat chops, oat hulls, refuse (flour and mill), grain screenings, malt, malt sprouts and maltsters' refuse, 10½ cents; wheat (except buckwheat), 14 cents; flax and millet seed, flax bran, flax refuse, flax shives, flaxseed hulls, flaxseed screenings, 14 cents; buckwheat, 14 cents.

arrivals will meet ready sale at possibly a higher range of prices than the present quotations."

The Y. T. Eggleston Feed Company, of Greenwood, Miss., has been incorporated with a capital stock of \$10,000. Y. T. Eggleston, Sam J. Stein and others are the incorporators.

The Harlem Feed and Grocery Company has been incorporated at Cazenovia, N. Y., with a capital stock of \$15,000. The incorporators are E. F. DePuy, H. G. Phelps and P. D. Lee.

A charter has been granted to the Missouri Feed and Produce Company, of Springfield, Mo., capitalized at \$3,000. The incorporators are O. J. O'Bryant, J. A. Tellman and W. R. A. Smith.

The Newbern Hay, Grain and Feed Company, of Newbern, N. C., has been incorporated with a capital stock of \$25,000, to deal in hay, grain, meal, feed and produce. The incorporators are C. A. Seifert, E. M. Lupton, A. Hamilton and J. M. Ipock.

The Samuel Walton Company, of Pittsburgh, Pa., says in its letter of December 5: "There is no change in the situation of our hay market since our previous letter. The receipts of hay continue to be liberal with low grades exceedingly dull and likewise the same may be said of clover and clover mixed hay; however, we anticipate an improved market on No. 1 timothy and good No. 2 timothy hay. Those grades can be handled at quotations given below. The receipts of good fine prairie packing hay are now light with somewhat better demand for the same. A few cars routed via the Pennsylvania Line can be handled to advantage. We continue to have a fairly good supply of all kinds of straw with the market holding steady."

#### HAY IN IRELAND

Consular reports from Belfast, Ireland, state that under ordinary circumstances Ireland produces more than sufficient hay for its own use and exports considerable quantities. Exports of hay from Belfast in 1911 and 1912 were 15,538 tons and 11,816 tons, respectively. From all Ireland the exports in 1911, the last year on which figures are available, were 32,226 tons.

Rye grass, clover and timothy are used for feeding horses and old meadow crop for cattle. Alfalfa is not used in this district and there does not seem to be a profitable market for it. During years when the crop in Ireland was poor, one or two importations were made from Canada. There is no duty on hay imported into Ireland.

#### CURING ALFALFA HAY BY STEAM

The Bureau of Plant Industry of the Federal Department of Agriculture has been conducting a number of tests on the practicability of curing alfalfa hay artificially. The apparatus used was a series of conveyors, an elevator conveyor from the



AN ALFALFA HAY DRYING PLANT

Railroad, from which the company purchased the site. The building will measure 53x194 feet and will be one story high, with a capacity of 80 cars.

The plant of the Henderson Feed and Commission Company at Henderson, Ky., has been taken over by C. W. Rice and Will Park.

Jay S. Wilson has purchased of Benjamin Nellis the flour and feed business at Fonda, N. Y., formerly conducted by Rosa & Nellis.

The Bad Axe Grain Company, of Bad Axe, Mich., recently purchased an old planing mill, which has been rebuilt for use as a hay warehouse.

The Martin Mullally Commission Company, of St. Louis, Mo., reports December 5: "Receipts of hay during the past week were rather light being 210 cars in compared with 249 the preceding week, and our market on timothy and clover mixed ruled firmer with a good demand for all grades at a higher range of prices. No. 1 and choice were the minor portion of the offerings and most looked for. The movement here on tame hay was very free and the market kept well cleaned up right along, and is practically bare of all grades at the close today, and the trade here in unsupplied with No. 1 and choice and we advise prompt shipments, as fresh

ground and then seven transverse belts upon which the hay is fed in a thin layer. These conveyors run over a system of steam coils which produce the necessary heat, while power fans take off the evaporated moisture.

It has been found that even with a temperature of 250 degrees the color of the hay is not injured, and the feeding value of artificially cured hay is greater than that of field cured. The protein content stands much higher, while, of course, the moisture content is much less.

Artificial curing of hay will never supersede the natural process where weather conditions permit of a perfect maturing of the crop, but under the process, even in the most adverse weather, a whole crop can be cured to grade as "choice" where otherwise it could only be a low grade if not wholly ruined. It has been found to be profitable to supplement field curing with the steam kiln, as twice as much hay containing 40 per cent of moisture can be cured than of unwilted hay.

At the present time a drying plant would only prove profitable for a large grower or a community using it in common, but where used it will pay for itself in four years under adverse conditions, and has been known to save its total cost in one season.

## HAY, STRAW AND FEED

B. S. Cox has purchased a feed store at Wichita, Kan.

John Darwin of Chester, Ill., has purchased a feed store.

M. W. Ellis has opened a feed store at Beverly, Mass.

I. Cushner has established a feed store at Gibson City, Ill.

E. C. Sherwin of Springfield, Vt., has opened a feed store.

O. R. Reeves has opened a flour and feed store at Coffeen, Ill.

A feed store has been opened at Monroe City, Ill., by M. Landers.

Young Bros. have taken over a feed store at Mason City, Iowa.

W. N. Gordon & Co. have opened a new hay store at Pittsburgh, Pa.

A feed store has been opened at Braymer, Mo., by Else & Widmier.

O'Donnell & Applegarth have established a feed store at Hazleton, Pa.

V. W. Miller has established a flour and feed store at Fonda, Iowa.

A feed store at Hillsboro, Ill., has been taken over by C. A. Tenison.

Clack, Ivans & Co. will enter the hay and grain business at Edgar, Neb.

A flour and feed store has been opened at Wisner, Neb., by H. D. Fliteroff.

The feed store of C. Komme at South Superior, Wis., has been remodeled.

Wallace Brothers are building an addition to their feed store at Clinton, Mass.

A feed store has been opened at Magnolia Park, Texas, by Butera Brothers.

It is said that a flour and feed store will be opened at Wahkon, Minn.

Golden & Roberts have opened a new flour and feed store at Le Mars, Iowa.

A flour and feed business has been opened at Castle Rock, Wis., by Park & Co.

Mount & Gale, feed dealers at Hudson, Mich., have been succeeded by Baggs & Gale.

Smallwood & Son are building a warehouse for flour and feed at Sallisaw, Okla.

Amos S. Pitkin has sold his feed business at Manelona, Mich., to Matthews & Clements.

M. A. Kinn & Co. have been incorporated at Bondville, Mo., to engage in the feed business.

Joe Kinney has sold his feed and grain business at Stoughton, Wis., to Fritz Scheldrup.

A warehouse has been constructed at American Falls, Idaho, by the Tyler Feed Company.

Thomas P. Gaines has succeeded Condon & Gaines, flour and feed dealers at Sherburne, N. Y.

F. T. Wohlgelegen has opened a wholesale and retail flour and feed store in Sublette, Kan.

An addition has been constructed to the feed store of McKinney & Barkley at Howard, Kan.

The Barron Brothers Coal Company has been incorporated at Chicago, with a capital stock of \$15,000, to deal in fuel, feed and general merchan-



# ASSOCIATIONS

## KANSAS CITY GETS NATIONAL MEETING

At a recent meeting of the directors of the Grain Dealers' National Association, Kansas City, Mo., was chosen for the honor of entertaining the National Convention of 1914. While the exact date has not been decided, it will be held some time in October as usual, probably during the week of October 11. This date will be determined upon as soon as definite arrangements and plans for the meeting can be made.

## JOINT BANQUET AT SHELDON

Proposals have been made accomplishments, and a combined meeting of the Indiana and Illinois Grain Dealers' Associations has been worked up into a banquet with well-known speakers forming the entertainment of the evening on Friday, December 19, in the Sheldon, Ill., Masonic Hall.

President Lee G. Metcalf of the Illinois Association will speak on "The Benefits of Co-operation in Grain Trade," followed by L. F. Gates of Chicago and Entertainer Bert A. Boyd of Indianapolis. S. W. Strong will preside as toastmaster and open the business session to all after the regular program.

## NATIONAL HAY ASSOCIATION

In his monthly letter to the members of the Association, Secretary J. Vining Taylor calls attention to the material increase in the membership since the last report, and urges each member of the body to do his share in bringing in new members. The new names which have been added to the roll are: Alliance Alfalfa Hay Company, Denver, Colo.; Assumption Grain Company, Assumption, Ill.; Merchants' Hay & Grain Company, Indianapolis, Ind.; Miller Grain Company, Indianapolis, Ind.; Robbins & Company, Auburn, Ind.; Peter Deschamps, Fall River, Mass.; M. C. Peters Mill Company, Omaha, Neb.; D. L. Smith, Ewing, Neb.; Eastern Grain Company, Buffalo, N. Y.; Dudley M. Irwin, Buffalo, N. Y.; J. F. Costello Grain & Hay Company, Cincinnati, Ohio; Fitzgerald Bros. Company, Cincinnati, Ohio; Ralph Gray, Cincinnati, Ohio; A. F. Fisher, Loudonville, Ohio; George Hauman, Arlington, Ohio; B. F. Minnich, Santa Fe, Ohio; Myers & Co., Wren, Ohio; Owens-Mericle Company, Grover Hill, Ohio; The Richter Grain Company, Cincinnati, Ohio; T. P. Riddle & Company, Lima, Ohio.

It is announced that the Executive Committee has suspended Houser & Sutton, Newton, Ill., and L. W. Roper, Denver, Colo., for violation of arbitration rules.

Already the committee is boosting the 1914 convention, which will be held at Cedar Point, Ohio, July 14-16. No apology is made for looking so far ahead as it is expected that there will be a record attendance and no one will want to miss it.

## ILLINOIS ASSOCIATION DISTRICT MEETINGS

Several local divisions of the Illinois Grain Dealers' Association held regular fall meetings in their respective centers the latter part of November. Among these were the meetings at Sheldon, Ill., Danville, Ill., and Terre Haute, Ind., all practically on the eastern boundary of Illinois. These gatherings were held in conjunction with the Indiana dealers of the locality. While the meetings were fairly well attended, bad weather and bad roads prevented the desirable large attendance of country shippers.

At the meeting in Sheldon, Ill., both the secretaries of Illinois and Indiana associations were present, S. W. Strong of the former extending the courtesy of chairmanship to C. B. Riley for the evening meeting on Friday, November 28.

Mr. Riley called the meeting to order and after a few remarks put into operation his plan of "a word from everybody."

Local reports consumed the greater part of the time, among which Benj. Bishop reported in general very good corn crop for the Sheldon district, a poor crop in central Illinois; northern and western side of state, good; and only that mentioned part of state which proved a dry section suffering from poor corn.

C. Loughry of Monticello, Ind., who had attended the Lafayette meeting, and a visitor at this meeting, reported his section as having a fair crop, practically no abandoned land and yielding about 40 bushels to the acre. He said that one section, a solid 180 acres, averaged 49 bushels, also that 80 to 90 per cent of the stock corn had been gathered, but very little marketed, and that while the percentage moisture was rather high, still this was

mostly in the outside, very little dampness prevailing in the kernel.

S. W. Gaunt of Fowler reported eastern Illinois crop good, an average, low moisture, 37 to 40 bushels per acre yield and that with good crisp weather farmers would be good sellers at 60 cents, and allowing as high as 75 and 80 pounds to the bushel.

O. G. Smith, recognized authority in Sheldon, said: "In this 'neck of the woods' and northern Indiana the crop is fine. Besides this quite a little wheat has been sown; more than usual and it looks in first-class shape. There must be at least 300,000 bushels of oats stored around here on the T. P. & W. and not only the dealers but the farmers have them." His report was supplemented by H. D. Bowles, also of Sheldon, and moisture tests of 20 and 21 per cent remarked, nice plump heavy corn and fairly free selling. Indiana stock showed good overrun and as Mr. Smith remarked a 25 per cent increase in wheat acreage.

Various other reports from all present were recorded and a very fair average approximated. From the Danville meeting, where there were 37 in attendance, corn was reported averaging only 25 bushels per acre selling at about 59 cents. The Terra Haute average reached 27 with no average price obtained and Layette records of 38½ bushel and average price, close to 59 cents.

Secretary Strong read a letter from the lower part of the state asking advice on the disposal of an amount of very low grade corn and it was suggested upon discussion that it be sold to alcohol distilleries, one of which is located at Terre Haute, or to the Corn Products Refining Company or vinegar factories, all of which were said to be able to use corn of this poor character.

It was stated that a letter prepared by the attorney for the Illinois association would be put in the hands of members concerning the new Public Utilities Law going into effect January 1. The secretary remarked that dealers storing grain of farmers for compensation will become amenable to the law; that they must take out a bond covering the amount of this business, that the Commission supervising the execution of this law will require intimate knowledge of all such business and that no discrimination would be tolerated. He further remarked that different phases of the application of the law were problematical. Such a case we find in the question: "Can one not ship stored grain?" with probable answer, "No; this is an appropriation of another person's property." A little touch of humor illuminated these remarks: "We couldn't sell a piano if it was stored," someone interjecting, "No, I guess we couldn't dispose of the notes on it either."

To an expression of concern regarding scarcity of cars when good weather arrived and farmers loosened their grain holdings, C. A. Rouse, connected with the Erie Railway, remarked that there was no call for cars on connecting lines, that corn was not ready for long shipments, but for such short hauls as Toledo, Cleveland, Indianapolis and Louisville. He said that the Erie had added 5,000 box cars to their equipment this year and that owing to slack business condition he had no doubt whatever of very good handling during months of December, January and February. He believed that the corn would move southwest this year instead of east, to make up for the crop failure in that section. Speaking for the Big Four, he said that while they had not added any cars to their equipment still there was no call upon their lines.

It was declared that in Indianapolis railroads upon request were marking cars, "New Corn—Do Not Delay," and Mr. Rouse said that this was now more or less general practice. He said that it was his belief that grain should be taken out of the class of "common freight" and advanced to the "perishable" class, the classification of freight being in railroad terms: Perishable—Continuous Movement—Time—and Ordinary.

Secretary Strong brought forward the question of having a local banquet at the next meeting, stating that Quincy's next meeting indicated something "Talismanic" in that it would be a six-county banquet affair. The Sheldon men upon holding a discussion decided that the scheme was a good one and laid plans to include all neighboring country dealers and shippers with speakers and banquet spread for Friday, December 19.

A mention of the conference called by the Legislative Committee of the Grain Dealers' National Association recorded elsewhere in this issue of N. G. D. A. on Supervision of Corn Grades was made, invitation to country shippers extended, and meeting then adjourned.

## ASSOCIATION BRIEFS

The Chicago Board of Trade has appropriated \$200 for the use of the Legislative Committee of the Grain Dealers' National Association.

Bert Ball, secretary of the Crop Improvement Committee of the Council of Grain Exchanges, delivered a lecture before the City Club of Chicago on December 6, on "Purveying the City's Food."

Secretary T. P. Riddle of the Tri-State Grain Dealers' Association, before his trip to the East with the winners of the Boys' Corn Club contests, delivered an interesting address at Athens, Ohio, on "Marketing Grain."

At the annual meeting of the Central Illinois Farmers' Elevator Managers' Association, which was held at Decatur last month, F. S. Betz of Cerro Gordo was elected president and R. H. Jones of Monticello, secretary.

The Cincinnati Grain Dealers' Credit Association held a banquet for the members and their ladies recently. The affair was an enjoyable one from the first course to the cards and dancing which followed the banquet.

Members of the Program Committee of the Illinois Farmers' Grain Dealers' Association met at Ottawa recently for the purpose of arranging the program for the annual meeting which will be held in that city February 17-19.

The Minnesota Farmers' Grain Dealers' Association will meet at Minneapolis on February 4-6, the West Hotel having been established as the headquarters of the meeting. President H. R. Meisch of Argyle, and Secretary J. L. Demaray of Pipestone, arranged for the meeting with the Minneapolis Civic and Commerce Association, which body is very desirous of having the grain dealers come to the mill city each year.

## CORN IN THE ORIENT

The increased consumption of corn in the Far East promises to have an important effect on the economic development of that part of the world. Indo-China and the Philippines are the first to have felt the benefit of this grain, although small quantities have been raised in isolated districts of China for some time and in some provinces the growth of the crop is increasing. The total amount raised in the country is small.

In Indo-China rice is not only the chief food but forms two-thirds of the total exports of the country. This has been the case for many years. Ten years ago corn was hardly known in the peninsula, but since that time the cultivation of the crop has been developed until something like 80,000 tons of corn a year are exported to France. Indo-China is a colony of France and the products of the colonies enjoy a preferential tariff in the mother country. Corn at the present time ranks third in the list of exportations from Indo-China.

In the Philippines the increased use of corn has been even more impressive. For years the chief food of the people and the principal import has been rice. In 1911, 203,083 metric tons of rice were imported and 574,927 tons produced, making a total of 777,927 metric tons for the use of the islands. In the following year 325,429 tons were produced and 260,250 tons were imported, a total decrease of 192,249 tons. In 1911, 5,268,706 bushels of shelled corn were grown and the following year 7,570,426 bushels, showing that corn is taking the place of rice in the favor of the natives.

In nearly every province some corn is grown. For the most part it is cultivated as a catch crop in case of the failure of rice. Two and in some places three crops of corn can be grown in a year. The average production per acre for the islands is only about seven bushels, but some provinces have raised as high as 18 bushels to the acre. In 1912 the Bureau of Agriculture bought some 600 tons of corn which it ground into feed, for which it paid an average of 75 cents, gold, per bushel.

The tendency throughout the Orient is to substitute other foods for rice, not only because flour and other grains are sometimes cheaper than rice, but also because the rice crop is so variable, in some seasons resulting in a famine and in others an oversupply being produced. The people of these Eastern countries are gradually being taught the value of diversification of crops and improved methods of agriculture, and with the knowledge will come an increased production and even greater increase in demand for corn.

According to reports more than 700,000 bushels of grain were lost during the recent storm on the Great Lakes.

A number of Michigan elevator owners have notified farmers that the custom of loaning grain bags for beans will be discontinued. This is due to the action of the jobbers who refuse to buy beans which are shipped in other than new bags.



# FIELD SEEDS

Cole, Keister & Kefuss have organized a popcorn company at Hudson, Mich.

The Carolina Seed and Feed Company, of Greenville, N. C., has filed a notice of the dissolution of its corporation.

The Kiest Milling Company of Knox, Ind., has purchased a large warehouse which has been equipped with seed cleaning machinery.

Three hundred pounds of alfalfa seed were recently ordered of the Lloyds Seed Company, of Madison, Wis., for the Wuhu flood dykes, Shanghai, China.

The Yuma Valley Produce Growers' Association, of Yuma, Ariz., proposes to build a warehouse to be utilized in part for the storage of alfalfa seed.

The Tessum Seed, Grain and Supply Company of Thief River Falls, Minn., has installed an electric motor, a cleaner leg, and a 40-horsepower gasoline engine to operate its feed mill.

L. Jones, seed wheat dealer of New York, recently sold 40 pounds of seed wheat for \$125 to a seed house of Indianapolis, Ind., which sowed the grain on a farm near Clarksburg, Ind.

Northrup, King & Co., seed dealers at Minneapolis, Minn., have placed an order with the Minneapolis agency of the Avery Scale Company for a large-sized automatic scale for bagging purposes.

The twelfth annual meeting of the Wisconsin Agricultural Experiment Association will be held in Madison, Wis., January 9-10, when prizes amounting to \$1,000 will be awarded to exhibitors of the best samples of sheaf and seed wheat and forage plants.

At the solicitation of Canadian seedsmen, the postmaster general has decided not to put into effect a proposed increase in postal rates. Seedsmen gave as their chief reason for asking the continuance of the old rates, the fact that their catalogues are out containing quotations of former rates.

A pure seed exposition was held in Billings, Mont., December 8 to 13, the first annual exhibit of the Montana Seed Growers' Association, held in conjunction with the Potato Show, the Boys' and Girls' Corn Contest and the Farmers' Institute. About a thousand dollars was given away in prizes for the various contests.

W. L. Burgess has completed the reorganization of the Grand Junction Seed Company, Grand Junction, Colo., and the firm now has a capitalization of \$10,000. The officers of the new company have been elected as follows: W. L. Burgess, president; L. W. Burgess, vice-president; Ethel Burgess, secretary-treasurer, and Blaine Burgess, assistant manager.

The Blue Earth County Pure Seed Association, of Minnesota, has decided to hold its first annual convention and seed fair in Mankato, during the first week in February, to continue five days, and to have an agricultural short course in connection. It is proposed to offer substantial premiums on all classes of corn and small grain, grass seeds, etc. The association covers not only Blue Earth County, but a part of Nicollet.

The Young-Randolph Seed Company has leased a three-story building at Owosso, Mich., in which it will handle a large variety of seeds and a complete seed-cleaning plant will be installed. The company consists of Fred Randolph of Alma, Mich., George W. Young, formerly a grain dealer at Pewamo, Mich., and George S. Young of the Alma Grain and Lumber Company, Alma, Mich. The latter gentleman will act as manager.

The Gate City Seed Company of Keokuk, Iowa, has under construction a large plant for the manufacture of chicken feed. The building is 44x62 feet on the ground and five stories high. Included in the equipment are eight special feeders furnished by the Union Iron Works of Decatur, Ill., a Western Manlift, two roller mills, a Eureka Cracked Corn Separator, a Sprout-Waldron Cracked Corn Separator and three 10-horsepower electric motors.

The second annual North Dakota improved seed growers' contest is scheduled for January 20-24, the week of the corn show and Tri-State Grain Growers' Convention at Fargo. All seeds shown at this contest must be tested for purity and germination at the pure seed laboratory before they can enter the contest. There will be first, second and third prizes on all varieties of cereal grains, corn, potatoes, forage and garden seeds. Several of these prizes will reach a cash value of over \$100. The contest is open to every grower of North Dakota and there will be no entry fee. H. L. Bolley, of the North Dakota Agricultural College, has advised that all samples should be shipped by express or parcels

post so as to reach the pure seed laboratory by January 13. Of the samples, there should be one peck of any of the cereals, 10 ears of corn, 10 best potatoes, and one-half peck of any forage or grass seeds. In the home grown garden seed contest from one-fourth ounce to one pint may be entered according to kind.

Healy Brothers have purchased a brick building at Belle Center, Ohio, which will be remodeled to handle their wholesale seed business. The firm also expects to add a general grain business and an addition will be erected in connection with the building to handle this feature of the business. The new structure will be 30 feet long and 75 feet high, and improved elevator equipment will be installed. New machinery for their seed department will also be purchased.

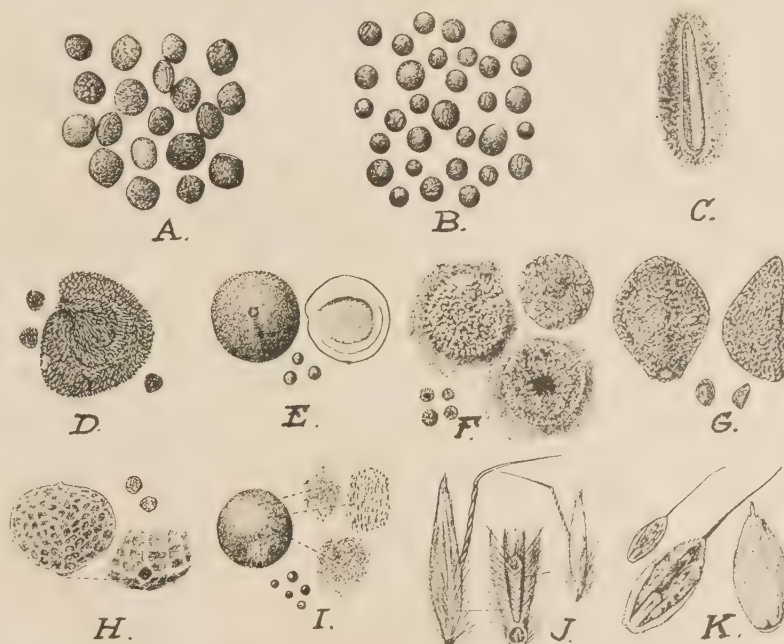
The West Central Minnesota Development Association recently purchased five carloads of registered alfalfa seed at a total cost of \$30,000 from the Dakota Improved Seed Company, of Wheaton, Minn. The seed was secured for distribution among the 17 counties in the association. Each county will receive approximately 100 bushels of seeds, and with the seed already in that district, it is estimated that the west central counties will next spring seed to alfalfa from 6,000 to 10,000 acres

standards of purity: For medium red clover, mammoth red clover, crimson clover, alfalfa, timothy, barley, wheat, buckwheat, oats and rye, 97 per cent pure; for alsike clover, perennial rye-grass, German and Hungarian millet, 95 per cent pure; for white clover, 90 per cent pure; for redtop grass, solid or bulled, 85 per cent pure; for Canadian blue-grass, orchard grass, Kentucky blue grass and redtop grass, unhulled, 75 per cent pure. The law also provides for the examination of seeds sent to the department of agriculture when samples of not less than two or more than four ounces are sent in, having affixed thereto a statement distinctly printed or plainly written in English, certifying the name of the seed and the full name and address of the grower, seedsman, person, firm or corporation submitting the sample, together with a fee of 25 cents in payment for an examination. To sell any of the above named seeds that do not comply with the provisions of the act subjects the vender to prosecution and a fine of not less than \$10 nor more than \$25 for each offense. The act does not apply to seeds marked "not clean" that are shipped to a market or seed merchant to be cleaned and graded before being offered for sale, or to seeds in storage for such purpose.

## SOME ADULTERANTS OF VETCH SEED

The different varieties of vetches make adulteration of seed possible even when actual misbranding is avoided. The hairy vetch is the most valuable seed and the most useful plant as it will grow under soil and climatic conditions which exclude the common vetch or clovers. It is, therefore, the most commonly adulterated.

The common vetch shown at A in the illustration is a frequent adulterant of hairy vetch. It is



VETCH SEEDS AND SOME COMMON ADULTERANTS

This is believed to be a record-breaking piece of development work for the state.

H. L. Bolley, North Dakota State Seed Commissioner, has been urging seed dealers to comply rigidly to the state law concerning the labeling of seed as it is said that there has been some negligence along this line. The North Dakota Pure Seed Law states that each and every package or lot of seeds, excepting only garden seeds in a packet or package of one pound or less, whether in package or bulk, which is sold, offered or exposed for sale by any person, firm or corporation in the state of North Dakota shall be plainly, legibly and indelibly labeled in English upon the exterior of the container with a written or printed label. This label must show the commonly accepted name of the kind and variety of seed and the full name and address of the person or persons, firm or corporation selling, offering or exposing the seeds for sale. In the case of mixed seeds the label should show the correct, common names of the kinds or varieties of seeds composing the mixture. Uncleaned seed sold as seed for sowing purposes must be labeled "Uncleaned Seed" and must not be sold or delivered without the consent of the purchaser.

The secretary of the Pennsylvania Department of Agriculture has called attention to the fact that the pure seed law recently enacted by the general assembly of that state goes into effect on January 1, 1914. This law provides that no person, firm or corporation shall sell, offer or have in possession to sell any clover, alfalfa or grass seeds containing dodder or Canada thistle in excess of one seed in 3,000 and which do not conform to the following

considerably larger than the hairy variety, and is slightly flattened, preventing the seed from rolling readily. The surface is distinctly mottled, some of the seeds being uniformly light brown or greenish. The hairy vetch, B, is nearly spherical and in color is grayish or leaden black. New seed is lighter and is faintly mottled. The greatest difference in the seeds is in the seed scar. The common vetch seed scar, C, is narrowly wedge shaped and has a light ridge extending lengthwise through the center. The scar of the hairy vetch is oval, without a ridge, but sometimes has a white line through the center.

Other adulterants common in hairy vetch seed are the wild vetch, about the size of hairy vetch, black, with a slight luster, and having a ridge through the scar; old dead seed which can be detected by the germinating test; and hard seed, which is too hard to germinate, although it cannot properly be called an adulterant.

The commonest weed seeds found in vetch are corn cockle, D, cow cockle, E, cleavers, F, field bindweed, G, ball mustard, H, English charlock or wild mustard, I, wild oats, J, and darnel, K. All of these can be readily detected.

As the common vetch seed is worth three cents a pound and the hairy vetch about twice as much, the adulteration of the seed is of considerable importance. The hairy vetch, which is the only hardy variety, is one of the best legumes for the Eastern States where red or crimson clover fails.

A 12-year-old girl, Dorothy Skinner, is the champion corn grower of Morrison County, Minn., with a yield of 75 bushels per acre.



## OBITUARY

Aaron Smiek of Decatur, Ill., well known as an elevator broker, passed away on November 19.

Charles Hoff, aged 67 years, died on November 16. He was formerly a grain broker at Trenton, N. J.

Russell MacDonald, a grain and hay dealer of Chicago, passed away at Ravenswood Hospital on November 20.

W. F. Close passed away at Byron, Mich., last month. He was one of the best known elevator and grain men in the state.

W. J. Dievendorf, for many years a flour and feed dealer at Tupper Lake, N. Y., passed away last month, following an illness from pneumonia.

Last month, Joshua G. Follett, aged 73 years passed away at Woonsocket, R. I., where he had been engaged in the grain business for a number of years.

Daniel Pierce, a well known flour and feed dealer of Chester, Pa., died on November 17, at his home in that place, following a brief illness. He was 80 years old and had been very active in business.

John M. Sullivan, well known throughout the Northwest as a grain dealer and head of the Sullivan Grain Company, Minneapolis, Minn., suddenly died from an attack of heart trouble on November 15.

Fred W. Harrison, former chief grain inspector for the Detroit Board of Trade, Detroit, Mich., died at the Presbyterian Hospital, Chicago, on November 26. Mr. Harrison recently completed a four-year term as inspector in Detroit.

Chas. Strawbuck, who was recently caught in machinery in the plant of the Cleveland Grain Company at Beech Grove, Ind., and painfully injured, passed away at a hospital in Indianapolis, Ind., last month from the effects of his injuries.

S. T. Erickson, who has served the Atlantic Elevator Company as grain buyer at Hoffman, Minn., for the past 12 years, was found dead in his office on December 3, with a bullet wound in his head. It is said that no cause for his act could be given.

Charles A. Havey, for the past 28 years a prominent grain dealer of Bradfordton, Ill., passed away at his home on November 14, aged 60 years. Mr. Havey was born in New Jersey and came to Illinois about 40 years ago. His wife and six children survive him.

John W. Richter, grain, cattle and land dealer, passed away at his home in Shyenne, N. D., last month. He was born in Dodge County, Wis., in 1853, and for several years lived in Olmsted County, Minn. A wife, two daughters and two brothers survive him.

C. W. Seefield passed away at his home in Ninga, Man., on November 19, following a long illness. Mr. Seefield conducted a grain and milling business at St. Charles, Minn., previous to the year 1890, when he removed to Canada. He was largely interested in a line of elevators and two flour mills.

H. L. Smith, who for the past nine months had been scale engineer for the Kansas Grain Dealers' Association and the Western Weighing Association, passed away at Topeka, Kan., on November 17 from malarial fever and heart trouble, aged 28 years. He was buried at his home in Terre Haute, Ind.

William C. Sunderland, aged 66 years, a member of the grain firm of Sunderland & Saunders, died suddenly in the Grain Exchange at Omaha, Neb., on November 21. Mr. Sunderland was born in Burlington, Iowa, and went to Nebraska in 1870. His partner, Mr. Saunders, also died suddenly a short time ago.

Isaac Davis, of Findlay, Ohio, died at his home on December 8, aged 76 years. Mr. Davis had been engaged in the seed and wool business at Bucyrus, Ohio, for more than half a century. Mr. and Mrs. Davis had been married for 53 years, their anniversary having occurred on December 6. The widow, three sons and two daughters survive him.

W. C. Leistikow, president of the Imperial Elevator and Lumber Company, Winnipeg, Man., passed away in Chicago on November 15, following a serious operation. Mr. Leistikow was born in Germany about 61 years ago and came to America early in life. He was engaged in the milling business at Grafton, N. D., about 30 years ago, and about ten years ago he and W. J. Bettingen organized the Imperial Elevator Company, although he did not remove to Winnipeg until two years ago. He was a member of the Winnipeg Grain Exchange and a director of the Northern Crown Bank. About two years ago, Mr. Leistikow turned over the greater

part of his business to the management of his son, Fred Leistikow. He is survived by his wife, who is the sister of Mr. Bettingen, and his son.

Albert F. Borchardt, for 45 years a member of the Chicago Board of Trade, died at his home in this city on December 9. Mr. Borchardt was born near Two Rivers, Wis., in 1847, and came to Chicago when he was six years old. He was secretary of the Cudahy Packing Company for 22 years. He is survived by his widow, two sons and two daughters.

Eben F. Osborne, for nearly 25 years a member of the Minneapolis Chamber of Commerce, died suddenly at his home on November 25, aged 47 years. Heart trouble was given as the cause. Mr. Osborne was president of the Osborne Grain Company, Minneapolis, having become identified with the grain trade at an early age. He was born in Tiffin, Ohio, but had lived in Minneapolis the greater part of his life. His wife and one son survive him.

N. G. Larimore, grain merchant, "bonanza" wheat farmer and founder of the town of Larimore, N. D., died at St. Louis, Mo., on November 19. Mr. Larimore was born in Bourbon County, Ky., in 1835 and was reared on a farm in Missouri. At the close of the Civil War, he and his brother organized the St. Louis Warehouse Company, and in 1870, the Central Elevator Company was organized in St. Louis by Mr. Larimore. Several elevators were built and the company continued to handle grain until 1885. He was prominently identified with the

## FIRE-CASUALTIES

The McCarty Elevator at Madison, Minn., was damaged by fire recently.

F. Gabbert's feed store at Owensboro, Ky., was damaged by fire recently.

The elevator of the Wheatland Grain and Lumber Company at Tuttle, Okla., was burned recently.

The elevator of the Andrews Grain Company at Sykeston, N. D., was slightly damaged by fire recently.

The house of the Cargill Elevator Company at Deering, N. D., was totally destroyed by fire on November 21.

The office of the Farmers' Elevator Company at Mohall, N. D., was slightly damaged by fire recently, the loss amounting to \$500.

John Van Alstine, aged 55 years, a farmer, met his death by walking into the slip at Richardson's elevator, Kingston, Ont., last month.

A warehouse of the Lunger Grain and Elevator Company, Netcong, N. J., was recently damaged by fire to the extent of \$10,000.

The house of the H. B. Crouch Grain Company at Waco, Texas, was completely destroyed by fire recently, the damage amounting to \$7,500.

Earl McCorkle, a member of the firm of Stall & McCorkle, grain dealers at Thornton, Ind., was seriously injured last month when he fell into a corn dump.

The Monarch Elevator Company's grain house at Sherack, near Crookston, Minn., was destroyed by fire last month, together with 40,000 bushels of grain.

Fire totally destroyed the elevator of the Western Canada Flour Mills at Creelman, Sask., on December 6. About 22,000 bushels of grain were destroyed.

Harvey McCulloch, aged seven years, and John McGregor, aged nine years, were suffocated in a bin at Henry's elevator, Kincardine, Ont., on November 15.

While removing a stone from between the rolls of a feed mill in the Farmers' Elevator at Tolna, N. D., M. G. Jacobson, agent, lost his right hand which was ground off to the wrist.

An incendiary made an attempt to burn the elevator of the Clinton Grain Company at Cedar Rapids, Iowa, on November 25, but practically no damage resulted. A quantity of oily waste was

early history of North Dakota and from 1881 to 1888 was president of the Elk Valley Farming Company, operating 12,000 acres of land. At various times he occupied positions on the boards of trustees of the University of North Dakota, the Methodist University, of Wahpeton, N. D., the Wesley College and the Red River Valley University. He is survived by his wife, three sons and one daughter.

Peter Engel, feed dealer, died very suddenly at his home in West Ghent, N. Y., on November 29. He had recently purchased the grain and feed business of J. H. Vosburgh at Hudson, N. Y., and was preparing to remove to that place. Mr. Engel was born in Bavaria, Germany, and came to this country when he was six years old. When he was 16 years of age he went to West Ghent to take charge of his brother's mill, which he purchased in 1873, and continued to operate until recently. Mr. Engel was 66 years of age and is survived by his wife, two sons and two daughters.

John H. Marble, well known as a member of the Interstate Commerce Commission, died at his home in Washington, D. C., on November 21, following a brief illness from uraemic poisoning. Mr. Marble was born at Ashland, Neb., in 1869. He worked his way through the University of Nebraska and later conducted a small newspaper at Lincoln in that state. He married Miss Mattie O'Bryan, of Minnesota, and then removed to San Francisco, where he studied law while working as a printer. His ability as a public speaker soon brought him to public notice and he was invited to enter the law office of Franklin K. Lane, now Secretary of the Interior. When Mr. Lane was appointed to a place on the Interstate Commerce Commission, Mr. Marble accompanied him to Washington, where later he became secretary of the Commission. When Mr. Lane was appointed Secretary of the Interior, Mr. Marble succeeded him on the Commission. Mr. Marble was a firm friend of the people, unfailing in kindness and possessed of a keen sense of justice. His wife and a daughter survive him.

placed under one of the grain bins but the blaze was soon discovered by a watchman and the fire extinguished by chemicals.

The Western Elevator Company's house at Jewett, Wis., collapsed on November 22, and the contents, consisting of 30,000 bushels of grain, were badly mixed. The loss on the building was \$3,000.

George C. Pape, who operates an elevator at Kirkwood, Ill., was caught in machinery on November 20, and severely injured. His left arm was broken and his right arm and head were badly bruised.

The elevator and a warehouse of the Pittsburg Elevator Company, Pittsburg, Kan., were partially destroyed by fire on November 24. The blaze is believed to have originated from a fire started by tramps.

An elevator at Grand View, Man., operated by the Grain Growers' Grain Company, Ltd., was burned recently. The house was a 30,000-bushel elevator and full of wheat. It was built by Pearson & Hope about 10 years ago.

Fire destroyed the warehouse of J. M. Tichenor at Calvert City, Ky., on December 2, together with the contents, consisting of corn, hay and farming implements. The loss was about \$2,000, partly covered by insurance.

Caught by a conveying belt in the Grand Trunk Pacific Elevator at Fort William, Ont., on November 21, Alvin Long, aged 19 years, had his left arm torn from his body and his head crushed. He died before reaching the hospital.

The feed warehouse of the J. N. Carter Company at Meigs, Ga., was destroyed by fire recently. The house contained about 1,000 bushels of corn and a quantity of cotton seed meal and other feeds. The loss was approximately \$2,000, partially covered by insurance.

The East St. Louis fire department, of East St. Louis, Ill., was called to the ruins of the Advance Elevator on December 5, to check a blaze that had broken out in grain that has been smoldering for two months. The firemen directed a stream of water on the fire for several hours.

An explosion occurred in an unused gasoline tank in the plant of the Home Elevator Company at Stonega (R. F. D. from Webster City), Iowa, last month. It was not known that any gasoline remained in the tank and some lighted waste caused the blaze. Quick work kept the fire from spread-



December 15, 1913.

ing and the elevator was not damaged, but W. F. Maywald, manager, was badly burned.

The stock and store of Waller Taylor & Son, hay and grain dealers at Richmond, Va., were damaged by fire to the extent of \$10,000 recently. The loss was practically covered by insurance.

The grain storehouse of William McLaughlin at Philadelphia, Pa., together with adjoining property, was damaged by fire to the extent of \$10,000 on November 23. Two men were injured while rescuing 14 horses from an adjoining stable.

The H. W. Beck Hay and Grain Company's warehouse at St. Louis, Mo., was destroyed by fire on November 14. Seven firemen were hurt when a wall collapsed and fell on them. The bricks that covered them were removed as soon as possible and none of the men was fatally injured, it is said. The cause of the fire was not explained.

The hay storage barn of the Findlay Feed and Fuel Company at Pomona, Cal., was completely destroyed by fire on December 1. The loss was about \$7,000, partially covered by insurance. There was about 157 tons of hay stored in the barn, the value of which was approximately \$3,000, with \$2,550 insurance. The barn was valued at \$2,000, with insurance amounting to \$1,500.

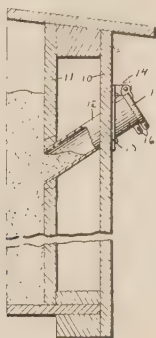
## GRAIN TRADE PATENTS

Issued on November 18, 1913

Conveyor-Belt.—William W. Batchelor, Chelsea, Mass. Filed August 12, 1912. No. 1,079,157.

Inspection Device for Grain-Cars.—Benjamin F. Owens, Rockwell City, Iowa. Filed January 20, 1913. No. 1,078,948. See cut.

Claim.—An inspection device for grain cars, comprising a tubular body portion open at both ends, an attaching plate formed integral with the tube at a point spaced apart from the upper end of the tube, said attaching plate being so positioned on the tube that when the attaching plate is in a vertical position the body of the tube will be inclined at an angle of about fifty degrees relative to the plate, a hinge member formed on top of the plate, a cover hinged to said hinge member and designed, in one position, to stand at approximately right angles to the longitudinal axis of the tube and cover the upper end thereof, and in another position to swing slightly past a vertical line through the hinge center to rest against the side of the object to which the attaching plate is fixed, for the purposes stated.



Conveyor.—James J. Curtis, New York, N. Y. Filed November 23, 1912. No. 1,079,218.

Corn-Rack.—Frank P. West, Orting, Wash. Filed May 4, 1912. No. 1,078,814.

Seed Corn Rack.—Amund P. Hertsgaard, Kindred, N. D. Filed July 5, 1912. No. 1,079,241. See cut.

Claim.—A seed corn rack comprising a plurality of sections each made of resilient material and each comprising a horizontal portion, upright end members extending from said horizontal portion and inclined slightly toward each other at the upper ends, and U-shaped extensions formed on said upright members, said sections being successively connected with each other with a horizontal portion of an upper section received between the upright portions and the adjacent sides of the U-shaped extensions of the next successive lower section.



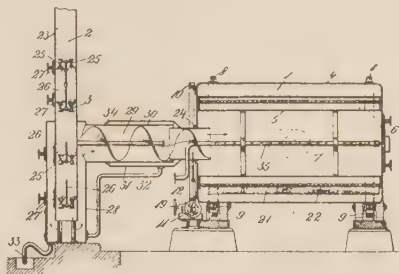
Grain-Sampler.—Wilhelm Grauenfels and Josef H. Grauenfels, Bucharest, Roumania, and David Grauenfels, Brasso, Austria-Hungary. Filed October 30, 1911. No. 1,078,847. See cut.

Claim.—A grain sampler formed of end and intermediate inner and outer sections rotatable upon each other and having registering openings therein, said inner sections having transverse partitions with inclined upper faces, coupling means for detachably connecting the adjacent ends of said sections, means for rotating said inner and outer sections relative to each other, and means for locking said inner and outer sections in fixed position relative to each other.



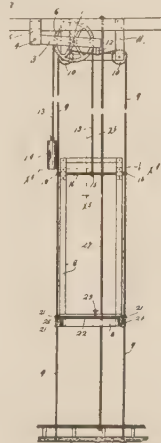
Apparatus for Treating Malt, Seeds and the Like.—Ludwig Topf, Erfurt, Germany. Filed October 14, 1909. No. 1,079,153. See cut.

Claim.—An apparatus of the character described, comprising a rotary drum consisting of a perforated external casing provided with pocket-like conveyors, and an inner casing having agitators adjustably mounted thereon, said pockets being formed with a substantially semicircular lifting surface extending the whole length of the casing, whereby the material is contained a maximum period within them, and then allowed to slowly trickle down in small quantities through the agitators.



Man-Lift Elevator.—Charles E. Bird, Minneapolis, Minn. Filed May 3, 1913. No. 1,079,159. See cut.

Claim.—The combination with overhead cable guides, of a guide cable extended across said cable guides and having vertical portions anchored at their lower ends, of a car guided by the vertical portions of said cable, a counterweight car supporting cable, a bearing for said supporting cable exerting a downward pressure on the transverse upper portion of said guide cable, and safety clutches normally held inactive by the weight of the car and its counterweight, but operative, when released by breaking of the car supporting cable, to anchor said car to said guide cable.



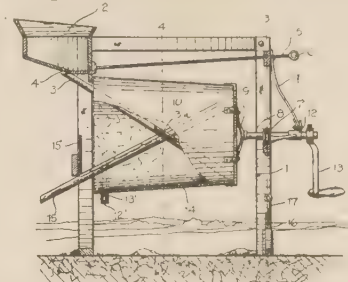
Bean-Picking Machine.—Charles E. Smith, Saginaw, Mich., assignor of one-fourth to Gustave R. Meyer, Saginaw, Mich. Filed February 20, 1913. No. 1,079,805.

Bean-Sorter.—William S. Foster, Dallas, Wis. Filed September 17, 1912. No. 1,079,913.

Grain-Separator.—Ole L. Kleven, Oslo, Minn. Filed February 21, 1913. No. 1,079,707. See cut.

Claim.—In combination with a frame provided with a hopper, of a drum rotatably mounted in said frame, a spout extending diagonally downward through the drum and contacting with the inner walls thereof, an angular bracket secured to the frame and to the spout and extending rearwardly thereof a predetermined distance whereby such spout is maintained in operative

position, a second spout leading from the hopper downwardly through the drum to the rear of the latter, and connecting means between both of the spouts whereby the latter spout is maintained in operative position.

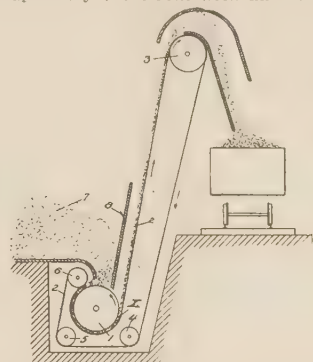


Seed-Rack.—Michael E. Reilly, New Hampton, Iowa. Filed May 14, 1913. No. 1,079,513.

Issued on December 2, 1913

Conveyor.—Luiz W. Tibyrica, Sao Paulo, Brazil. Filed December 13, 1912. No. 1,080,501. See cut.

Claim.—An elevating conveyor comprising a driving drum, an endless belt passing part way around the drum and upwardly therefrom with an inclination away



from the vertical plane in which the axis of the drum lies, and means for feeding material to be elevated between the belt and drum.

Grain-Cleaning Machine.—Joseph C. Cramer, Roseburg, Ore. Filed January 8, 1913. No. 1,080,423.

Screening-Machine.—Julius F. Mold and Albert W. Mold, Sunrise, Minn. Filed September 28, 1911. No. 1,080,072.

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are interested in

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—as—

it is the best cash market in the country for Hay and Grain, but you must

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to get best results.

Our business is strictly commission and we guarantee satisfactory service.

A copy of actual transactions in the Cincinnati market will be sent daily upon request.

## The Fitzgerald Bros. Co.

Members the Cincinnati Chamber of Commerce

CINCINNATI - - OHIO



## BROOM-CORN FOR PAPER MANUFACTURE

A new use for the broom-corn plant has recently been found, according to a report from Berlin, Germany. The idea was put into operation in Italy and found eminently successful. The fibrous twigs of the plant are broken and mashed in a machine, such as the flax breaker, following this operation the product is treated for a considerable length of time with caustic soda lye, following which the pulp is again put through the breaker.

This pulpy liquid is compressed and moisture extracted, under hydraulic machines, the dry mass separated into fibers which are washed and bleached, making a material excellently suitable for the best high-grade papers and selling at about a cent per pound. Not only, however, is this fibrous material useful, but the extraction is a valuable by-product and used in the soap industry because of its high alkali content and quality of the plant extraction.

## For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

## ELEVATORS AND MILLS

### ELEVATOR FOR SALE

In southwest Iowa, 25,000 bushels' capacity. In good shape in every way. Reason for selling, to settle estate. Write BOX 93, Shenandoah, Iowa.

### AT A BIG BARGAIN—TEXARKANA MILL AND ELEVATOR FOR SALE

The plant is situated on East Broad St., at the corner of College Hill Road in Texarkana, Ark. There is a railroad siding on the north side along the plant, also a siding on the south side of the plant; ample track facilities for storing cars. The main building is brick for the first story, the balance is galvanized iron. The floor space of the main building is about 40x100 to 110 feet. The main building contains three Nordyke & Marmon Meal Mills; one Willford Three-Roller Chop Mill; one No. 6 Barnard & Leas Oat Clipper; one Barnard & Leas Corn Separator; one Nordyke & Marmon Double Cylinder Meal Drier; one Barnard & Leas Bran Packer; two Barnard & Leas Meal Packers; one Howe Hopper Scale, 100,000 bushels' capacity; two Howe Platform Scales; one Fairbanks Platform Scale; one Fairbanks Scale on rollers; one Power Grain Shovel; one Barnard & Leas Bran Shaker; one No. 4 Barnard & Leas Smutter for corn; one 20x72 meal shaker; three Barnard & Leas Round Scalpers; one No. 7 Cyclone Dust Collector. Sixteen large bins holding about 4,000 to 5,000 bushels each of grain, 13 small bins holding from 1,000 to 1,500 bushels each. All bins are cribbed, hopped bottoms with spud and slide, elevator legs, shafts, pulleys, belts to complete same.

Engine room adjoining: One 14x15 Corliss steam engine, fly-wheel 10-foot diameter; one steam boiler 60 inches by 16 feet, complete with dome set in brick, arranged for natural gas, with four Quilan Gas Burners; one Westinghouse K. W. generator slate switchboard; one Duplex Boiler Feed Pump; one water tube, feed water heater; one oil separator.

One warehouse adjoining main building, about 60x100, two walls of which are brick, two walls iron clad, composition roof.

Adjoining above warehouse: One brick warehouse, about 30x100, composition roof, cement floor, platforms along the north side along the building all the way and platform in rear of main building.

Water supply for boiler derived from well, also connected with city water plant, entire elevator building piped for fire protection with two-inch hose openings connected with two-inch hose on each floor. Basement under main building, 10x100 to 110 feet.

Plant was built eight years ago at a cost of \$46,000; if sold soon will take \$11,000 net cash. If you are interested in such a plant, it will pay you to investigate the above. For further particulars, write J. E. MUGGE, San Antonio, Texas.

## ELEVATORS AND MILLS

### HOW TO SELL YOUR ELEVATOR

If you wish to sell your elevator promptly and quietly, write me, giving all the information. Must be worth the money. JAMES M. MAGUIRE, Campus, Ill.

### ELEVATORS FOR SALE

Have a nice lot to select from at prices from \$2,000 up. Write and let me know how much you wish to pay. Am sure I can suit. JAMES M. MAGUIRE, Campus, Ill.

### FOR SALE

Elevator, grain and coal business in northern Illinois town. Handles 350,000 bushels grain and 1,200 tons coal annually. For particulars, address ILLINOIS, Box 10, care "American Elevator and Grain Trade," Chicago, Ill.

## MACHINERY

### FOR SALE

One 25-horsepower gasoline engine in good repair, manufactured in Fort Wayne. Engine can be seen at Broughton, Ohio. For further information write AXEL WHITE, Broughton, Ohio.

### FOR SALE

16-horsepower horizontal Badger Engine.....\$265  
18-horsepower horizontal Otto Engine..... 235  
25-horsepower horizontal Pierce Engine..... 285  
BADGER MOTOR CO., Milwaukee, Wis.

### FOR SALE

Machinery and equipment complete of 1,500-barrel mill, Nordyke & Marmon Sifter System; is all nearly new, having been used only two years. Will sell all together, or any part of same. The equipment includes 150-horsepower Hamilton Corliss Engine and one 1,000-horsepower Reynolds Corliss Engine, vertical. HARTZ MACHINERY CO., 607 Arch St., Philadelphia, Pa.

## POSITIONS WANTED

### POSITION WANTED

As manager of country elevator by young man with five years' experience. Can furnish reference and bond. JOHN HERROLD, Seward, Neb.

## Miscellaneous Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

### HAY AND GRAIN WANTED.

All grades of wheat, corn, oats, hay, straw, milling buckwheat, bran, middlings, reddog, potatoes, cabbage, onions and apples. C. T. HAMILTON, New Castle, Pa.

### FOR SALE CHEAP

One thousand four hundred acres in the beautiful Stanley country in Taylor County, Wis. Rich, new clay loam. One-fourth to four miles from Lusk and Gilman. BOX 38, Dyersville, Iowa

Edward P. McKenna

John A. Rodgers

## McKENNA & RODGERS COMMISSION MERCHANTS

Grain and Provisions, Shippers of Corn and Oats

61 Board of Trade, CHICAGO

Consignments given  
Special AttentionPhone  
Harrison 7228Orders in Futures  
carefully executed

## WANTED

Information regarding good elevator or mill for sale. Send description and price. NORTHWESTERN BUSINESS AGENCY, Minneapolis, Minn.

## TO EXCHANGE FOR ELEVATOR WORTH THE MONEY

Good quarter of land well improved. Plenty of water; large house; large barn; shade trees; small orchard. On rural route and telephone line. C. E. McILVAIN, East LeRoy, Mich.

## WISCONSIN LANDS FOR SALE

Can furnish retired business men, clerks, bookkeepers and others fine farms, five acres and up to 1,000, near railroad stations and good markets, cheaply and on easy payments. Write for particulars to STEPHENSON LAND & LUMBER CO., Oconto, Wis.

## FOR SALE OR TRADE

Desirable 10-room, gray stone front residence, in best residence section of Chicago, Kenwood. Modern and complete in all respects. Close to Illinois Central suburban and electric street lines, 15 minutes to the city. Having left Chicago will sell same at bargain or trade for central Illinois land or desirable country elevator in central Illinois. Price \$9,000. CENTRAL ILLINOIS, Box 11, care "American Elevator and Grain Trade," Chicago, Ill.

## NOTICE OF EXAMINATION

SATURDAY, JANUARY 3, 1914. APPLICATIONS MUST BE ON FILE IN SPRINGFIELD BEFORE 5 P. M., WEDNESDAY, DECEMBER 24, 1913.

GRAIN SAMPLER. CLASS 1, GRADE 11. Salary \$90 to \$100 per month. Open to men 21 to 55. Scope and Weights:—Training and Experience, 3; special subject, including practical test and questions covering the laws and rules governing the sampling and handling of grain by the Grain Inspection Department, 7. ILLINOIS CIVIL SERVICE COMMISSION, Springfield, Ill.

## BAGS

### FOR SALE—BURLAP BAGS OF EVERY KIND

New or second-hand, plain or printed with your brand; seamless cotton grain bags; sample bags; burlap, cotton, sheeting, or paper for car lining, etc. Wanted: Second-hand bags; best prices paid. WILLIAM ROSS & CO., 409 N. Peoria St., Chicago, Ill.

## Grain and Seeds

### SEEDS FOR SALE

Medium and mammoth clover seed. Send for samples. A. B. COHEE & CO., Box 6, Frankfort, Ind.

### FLOUR AND MILL FEEDS

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

## FREE WAGNER PROVISION

Forecast covering the 1913-14 packing situation. The Wagner Letter covering all speculative markets. "Impressions of World Prosperity," by Joseph Wild, Editor of the Wagner Letter. Sent on request. Mention this journal.

E. W. WAGNER & CO., Board of Trade  
CHICAGO  
ESTABLISHED 1 CENTURY



## SEEDS WANTED

We solicit correspondence from shippers or dealers who are in position to offer us, or can secure for us, Timothy, Red, Alsike or Alfalfa, Clover, Millet, Red Top or other Field Seeds. Write us, with crop news, samples, and other information as to production of seed and approximate values in your section. Please refer to this advertisement.

**ILLINOIS SEED CO.**

1521-1535 Johnson St.

CHICAGO, ILL.

## WANTED

Barley, Oats, Japanese Millet, Flint and Dent Corn, for seed, car load lots. We solicit correspondence from growers, shippers, or dealers who are in position to offer us.

**THE PAGE SEED CO., Greene, N. Y.**

## Workmen's Compensation or Employer Liability Insurance

Protects you from

liability imposed upon you by the Illinois Workmen's Compensation Law. Write for rates and information.

**BALSLEY BROS.**

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And take contracts either for material alone or job completed.  
Write us for prices. We can save you money.

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L. A. FULLER, Sec'y

**THRESHER-FULLER GRAIN CO.**

Grain Commission Merchants

CONSIGNMENTS SOLICITED

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311-14 Board of Trade

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**GRASS SEEDS FIELD**

To Meet Demands Of

**PURE SEED LAWS**

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# HALLIDAY ELEVATOR COMPANY

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Consignments or to buy direct from

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**Either St. Louis or Cairo**

**YOUR business appreciated**

**SERVICE UNEXCELLED**



## GRAIN RECEIVERS

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Toledo Leads World

**"SEND IT TO ZAHM"**

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 THAT Order for Futures—Toledo or Chicago.  
 TOLEDO is the real market for Red Clover,  
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**JOHN WICKENHISER & CO.**Wholesale Grain Dealers  
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We make track bids and quote delivered prices.  
 Solicit consignments of Grain and Clover Seed.  
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Oats Are Our Specialty

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Receivers—TOLEDO—Shippers

**H. W. DE VORE & CO.****Wheat, Corn, Oats, Seeds**

OUR unexcelled service is the result of twenty-six years experience in the grain business in this market. "I SEND us your consignments and orders in futures."

PRODUCE EXCHANGE, Toledo, Ohio  
 Members Toledo-Chicago Exchanges.

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RECEIVERS AND SHIPPERS

Solicit Your Consignments—Also Orders in Futures  
 Specialty: No. 2 Milling Wheat

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Sizing up Pittsburg Market?

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**H. G. MORGAN,** "The Pittsburg Hay Man"

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**HAY—Ear Corn, Oats—HAY**

IN THE ONE SPOT 45 YEARS

**Daniel McCaffrey's Sons Co.**

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 Proprietors Iron City Grain Elevator. Capacity 300,000 bu.

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Members: National Hay Association  
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Use Robinson's Code.

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Split Cars Corn and Oats a Specialty

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Offer the very best facilities for the market-  
 ing of corn and oats. We work interior  
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We work a large country business.  
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717 Chamber of Commerce BUFFALO, N. Y.

H. T. BURNS,  
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We invite correspondence and solicit consignments.

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618 Board of Trade, INDIANAPOLIS, IND.

Careful attention to all shipments

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**HAY, GRAIN, MILL FEED,  
ALFALFA FEEDS**

and All Kinds of Live Stock Feeds

Indiana's Largest Feed House

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**OMAHA**

Receivers and Shippers of Grain  
**SACKED CORN AND OATS**

Members: Omaha Grain Exchange Chicago Board of Trade.



## GRAIN RECEIVERS

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**L. W. FORBELL & CO.**  
Commission Merchants

342 Produce Exchange NEW YORK

Try us with consignments of oats and corn.  
We are Specialists in these grains and  
are strictly Commission Merchants.**BROOKLYN HAY & GRAIN CO.**  
HAY, STRAW AND GRAIN  
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Office: Borough of Brooklyn, New York

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CONSIGNMENTS SOLICITED

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Consignments Solicited. Ask for our bids and quotations.

**CAUGHEY-SWIFT COMPANY**  
GRAIN MERCHANTSWith enlarged facilities for handling all kinds of  
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WE INVITE YOUR BUSINESS

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Established 1875

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Handling Grain on Commission  
Our Specialty

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Consignments and orders for grain.

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Members National Hay Association,

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Send for our pamphlet explaining Puts and Calls

22 Chamber of Commerce

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29 Chamber of Commerce

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Ship Your Grain, Hay and Seed to

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We never buy. Handle on consignment only.

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Fastest Growing Commission House in America.

Can handle your Consignments in St. Louis and Kansas City.

**GRAIN, HAY AND SEEDS**

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¶ In order to get the best results from a telephone conversation, you have got to have a good connection. Just so in the handling of your business. ¶ Connect with the firm that is a live wire; that will look after your interests; call for re-inspection when necessary; get good prices; make quick returns, and give you liberal treatment. ¶ In other words, make a connection with  
ROSENBAUM BROTHERS, 77 Board of Trade, CHICAGO.  
¶ Send us your grain to be sold on consignment. ¶ Let us bid for it when you desire to sell to arrive. ¶ You'll make no mistake (either Toledo or Chicago). ¶ Let us hear from you.  
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Market Reports on Application.

66 Board of Trade CHICAGO, ILL.

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Operate Atlantic and Grand Trunk Western Elevators  
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Barley, Oats, Wheat, Corn, Rye, Timothy, Clover,  
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### Nye & Jenks Grain Co.

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#### Grain Commission

79 BOARD OF TRADE

Long Distance Telephone  
Harrison 5693

CHICAGO

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TELEPHONE HARRISON 627

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MILLER service means Good Sales

Prompt Returns

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#### GRAIN AND PROVISIONS

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## GRAIN RECEIVERS

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 (Established 1852)  
 Commission Merchants, Grain and Seeds  
 We solicit your  
**CONSIGNMENTS**  
 and orders in futures  
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**E. W. BAILEY & CO.**  
**Commission Merchants**  
 GRAIN, SEEDS AND PROVISIONS  
 72 Board of Trade CHICAGO

EVERYONE HAS A HOBBY  
 SO HAVE WE  
**CONSIGNMENTS**  
 THAT'S ALL TRY US  
**M. L. VEON & CO.**  
 762 INSURANCE EXCHANGE BUILDING, CHICAGO

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 Stock Brokers and Commission  
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 Business solicited in any department  
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**Pope & Eckhardt Co.**

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**COMMISSION MERCHANTS**  
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**W. A. FRASER CO.**  
**GRAIN COMMISSION**  
 715 Royal Insurance Bldg., CHICAGO, ILL.  
 ST. LOUIS, MO. PEORIA, ILL.  
 Tel. Wabash 1252

EXPERIENCED JUDGES OF GRAIN  
 Consign to  
**W. S. COWEN COMPANY**  
 Commission Merchants Grain and Seeds  
 815-816 Webster Building  
 Robinson Code 327 So. La Salle St., Chicago

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**PHILIP H. SCHIFFLIN & CO.**  
 INCORPORATED  
**Commission Merchants**  
 515-518 Postal Telegraph Bldg.  
 CHICAGO, ILLINOIS  
 Consignments of all kinds of Grain and Field  
 Seeds a specialty

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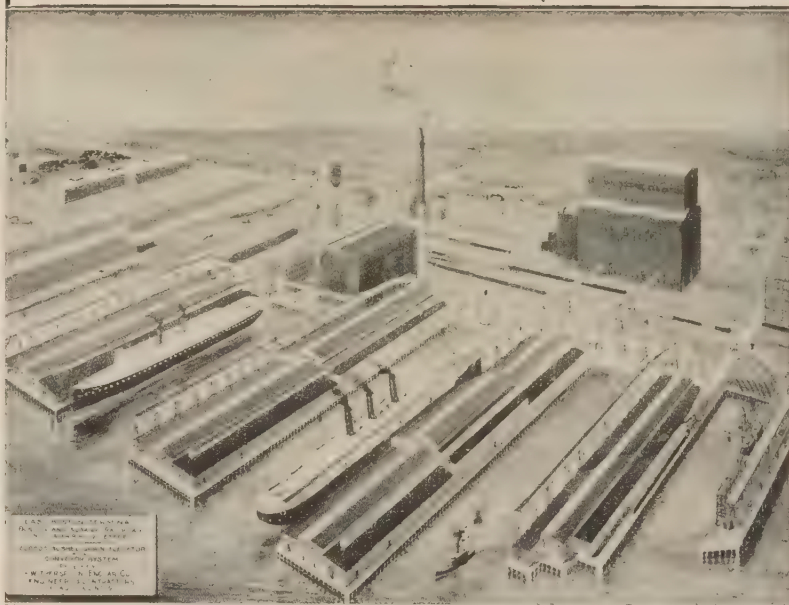


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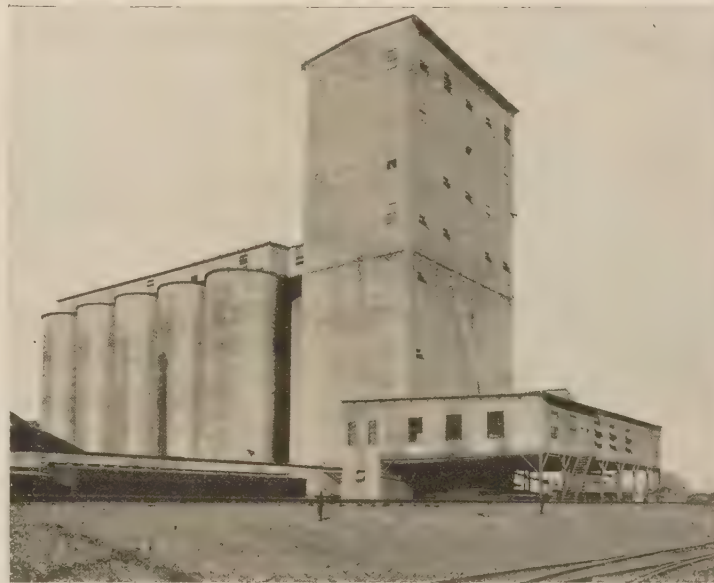
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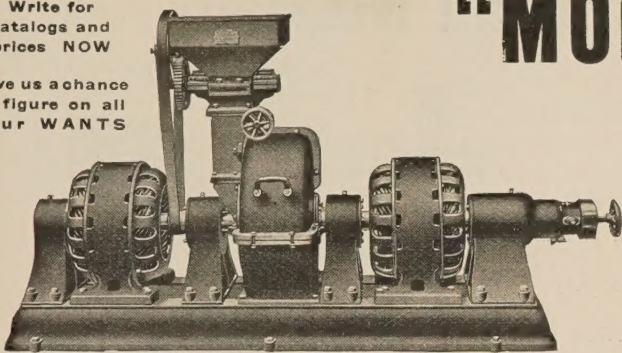
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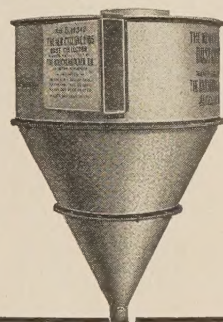
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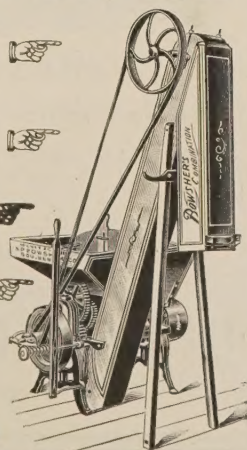
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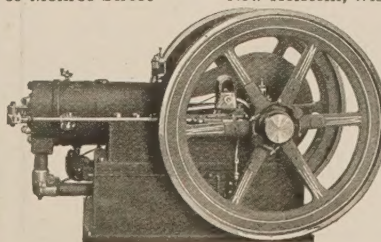


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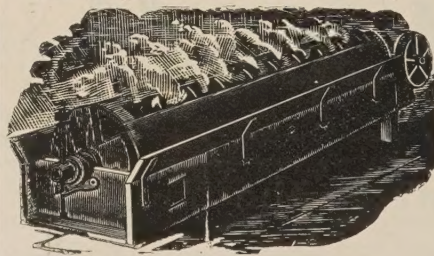
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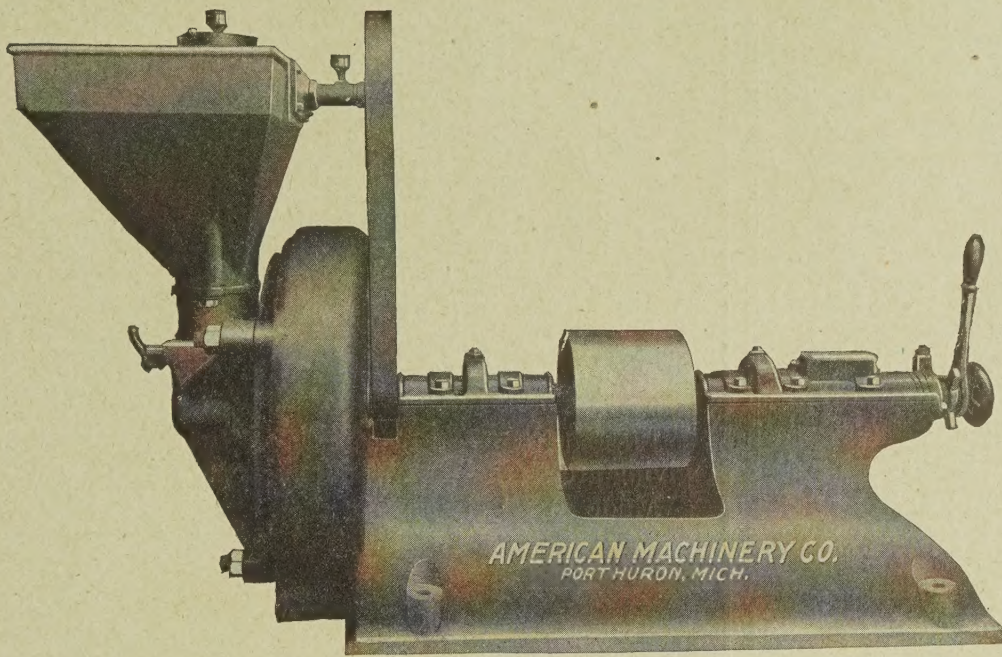
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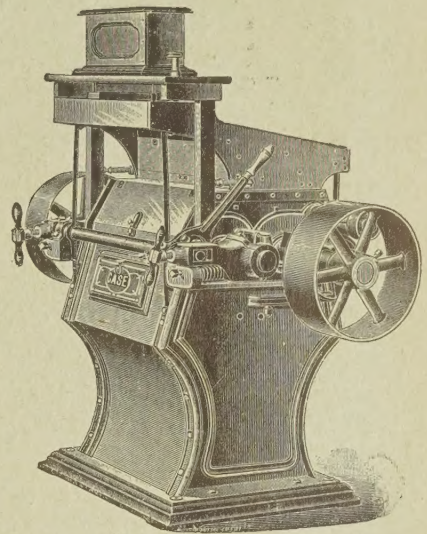
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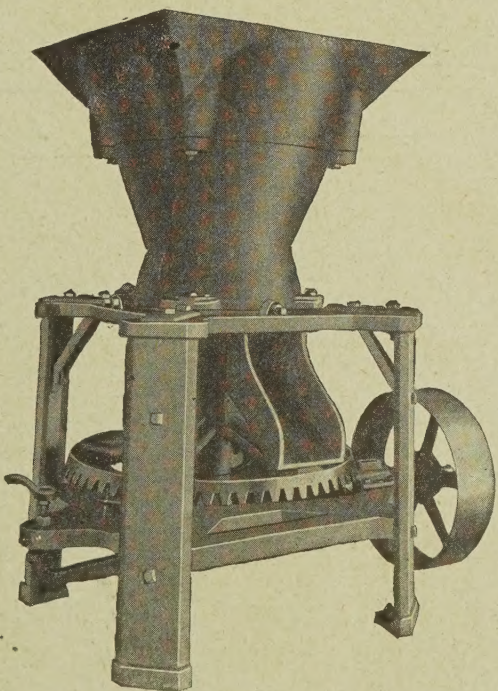


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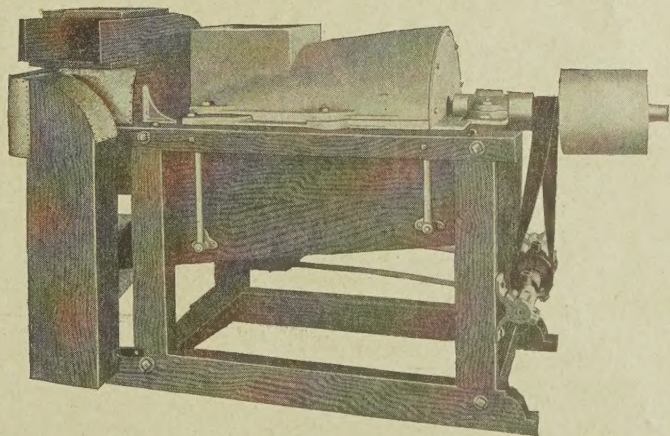


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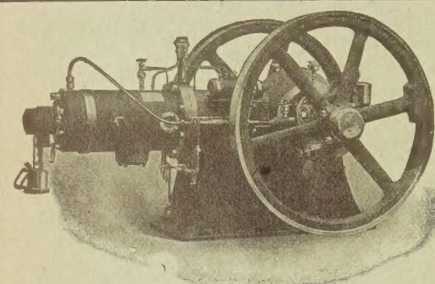
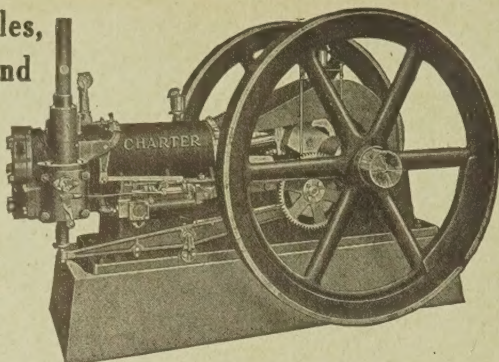
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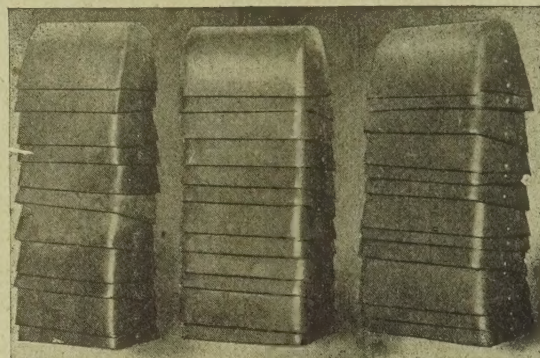
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The users of Weller-Made Machinery appreciate  
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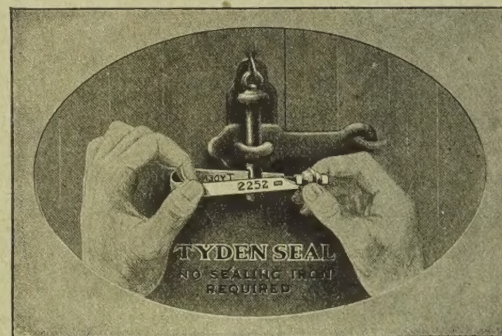
Hoping that our wishes for a prosperous and  
happy New Year will be as welcome as our prod-  
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Very truly yours,

**Weller Mfg. Co., Chicago**

NEW YORK OFFICE:  
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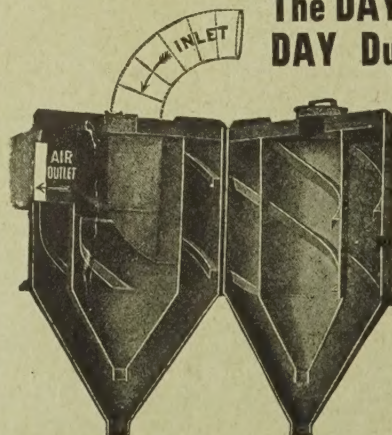


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